

HOME NEWS

Minister promises new guidance on child abuse registers after criticisms of failures

By Pat Healy
Social Services Correspondent

Child abuse registers have been set up so hastily and haphazardly that they are failing to protect children in many areas, an expert working party report said yesterday. Some have become the "dubious" of the anxieties about children being social workers, doctors and other professionals, it says.

Mr David Ennals, Secretary of State for Social Services, yesterday promised a new circular of guidance on the form and use of registers after discussion and consultation with all interested bodies. The Government's views are expected to be disclosed tomorrow in its response to the report of the Select Committee on Violence in the Family which called last July for more resources to prevent child abuse.

The registers were established after the inquiry into the death of Maria Colwell and were expected to help to improve co-operation between the professionals concerned with child abuse. But the working party, set up by the British Association of Social Workers, found that few registers work properly.

A survey of local authorities in England, Wales and Scotland, covering three fifths of children under 15, found that no two authorities used the same criteria for their registers. In half, the registers could be consulted only during office hours, instead of over 24 hours as recommended by the Department of Health and Social Security.

In spite of professional recommendations to the contrary, in 85 per cent of authorities unqualified social workers are supervising children on the at risk registers. Only a fifth

of the authorities have a clear policy on whether parents should be told that a child's name is being placed on the register, and in practice most authorities do not tell parents.

But in areas where well-defined registers operate, supported by more work by the families and children concerned, there has been a significant drop both in the number of re-injuries and in the seriousness of abuse. The association therefore wants nationally defined criteria to ensure that registers are operated in the same way throughout Britain.

"If in the long run, registers do not protect children they should be scrapped," Mr David Jones, chairman of the working party, said yesterday. "For the time being, if they are to perform a useful function they should be operated rigorously."

The social workers' association and the British Paediatrics Association will be sending a joint discussion paper to Mr Ennals, this week, containing most of the recommendations in the working party report. The BPA does not endorse, however, the BASW recommendations on what should be done to remove children from registers and in what circumstances parents should be told.

They are agreed that each local authority should have a single, central register of child abuse clearly distinct from other lists of children. The registers should be operated by either social service departments (social work departments in Scotland) or local branches of the National Society for the Prevention of Cruelty to Children or its Scottish counterpart.

The two associations also want each local authority to appoint or fund a consultant to manage all aspects of child

abuse work, including the registers. The registers should be available to authorized people from the health, education and social services at all times.

The number of children on registers varies widely between authorities, from two hundred in areas where physical abuse or the suspicion of it is the basic criterion to more than a thousand when all children at risk are included. The working party wants the criteria to include children suffering from severe and persistent neglect or emotional abuse from their parents, in line with the growing recognition that "child abuse" is a much broader phenomenon than "baby battering."

Almost half the registers now operated cover only physical injury, but many of the rest may be so large as to be ineffective. Miss Sally Beer, a member of the working party, suggested yesterday. In some areas registers did not work properly because social workers did not approve of them.

"Most social workers are against registers because they label children and their parents, and substitute bureaucracy for professional judgement," Miss Beer said. "Doctors are also opposed to them for similar reasons."

Until proper criteria for the registers were defined and implemented, no one knew whether they could help to protect children. The report also calls for research into registers by the Department of Health and Social Security.

Mr Ennals welcomed the report yesterday and called for full discussion of the function and value of child abuse registers. The Central Child Abuse Register (BASW) 15 Kent Street, Birmingham B5 6RD, £1 to members, £1.50 non-members.



Thatcher visit: Mrs Margaret Thatcher visited the Nypro UK chemical plant at Flixborough yesterday which is being rebuilt after the explosion four years ago in which 28 people died. She is seen above with Mr William Patterson, aged 55, a site worker. She was shown equipment that will be used in a new process to make caprolactam, a vital ingredient in the production of nylon. The Flixborough plant will be the only one in Britain making the substance.

Council gets blame for holding girl in a cell

Cambridgeshire County Council has been found guilty in a report by the Parliamentary Commissioner for Administration (Ombudsman) of injustice for holding a girl in its care had been kept "imprisoned" without authority.

A Cambridge couple complained to the Ombudsman about the council's treatment of the girl, whom they have been looking after.

The Ombudsman said the girl was held in a room, described as a cell, in a home in London for periods of 14 days without authority while she was in the care of the council's social service department.

The council now has to tell the Ombudsman what action it proposes to remedy the injustice which was said to be caused by maladministration.

The report says:

The council were not asked for permission for the girl's stay in the secure unit to be extended beyond 14 days. The council's officers were aware that she was being kept in relatively strict confinement for at least one, long period late in 1975.

This knowledge did not alert the council to the possibility that the regulations were not being observed, although it is not clear that the council had not recognized the unit for what it was: approved secure accommodation.

The girl is likely to have suffered some injustice as a result of her liberty was restricted for longer than might otherwise have been the case.

The Ombudsman said the council had no committee to handle cases of children held in secure accommodation, and was required to do so under the Community Homes Regulations, 1972. The council said it thought it did not need one.

Since September, the report says, the fraud squad has been investigating an allegation that the department had been defrauded of £500,000. Extra men have had to be drafted in to investigate the fraud.

The report says the men visited the head office of W.

Scots 'better off than northern English'

By Ronald Kershaw

A picture of Yorkshire and Humberside and other northern regions as poor relations to Scotland was painted yesterday by Lord Middleton, chairman of the Yorkshire and Humberside economic planning council's communications group.

People in his region, he said, had to put up with comparatively lower standards of living than in Scotland.

He said that each Scot received about a quarter more in identifiable public spending than a man of the same age in the English population. A greater proportion of people were unemployed in Liverpool for example, than in Glasgow.

Englishmen that life is not so very unfair for the Scots as things are. "Just over five million Scotsmen, a population about the same size as that of Yorkshire, have their own Secretary of State, two ministers of state and three under-secretaries. They are recognized in Parliament by a larger number of MPs a head of population than is the case in England."

If personal income was an indication of prosperity, then the Scots were only marginally worse off than the English. The latest figures published by the Central Statistical Office showed that the average weekly earnings for full-time manual workers were higher in Scotland, at £57.88, than in England, at £56.85.

He added that each Scot received about a quarter more in identifiable public spending than a man of the same age in the English population. A greater proportion of people were unemployed in Liverpool for example, than in Glasgow.

It is the view of many

Government proposals about new ways of treating young offenders are expected to be made public soon. They will be based on a report, *Young Adult Offenders*, by the Advisory Council on the Penal

Ministers regard the council's ideas, which caused controversy when published, as a blueprint. In particular they have been taken with the suggestion that the three separate sentences of prison, borstal and probation should be abolished and replaced with a generic sentence of custody and control, in which the court would set a determinate sentence.

Controversy arose because

The feeling is that custody and control orders would avoid the false distinction between training and punishment.

The question to be decided is how much of the sentence should be spent in custody, how much in the community, and under what form of supervision.

Probation officers at their annual conference have voiced misgivings about becoming what some of them have called "screws on wheels".

The criticism has applied particularly to a recommendation by the advisory council that a new supervisory form of probation order should be introduced, called a supervision and control order.

Controversy arose because

The new order would not have required the offender's consent and would have enabled supervising probation officers to order the temporary detention of an offender.

The controversy was referred to yesterday in evidence to the Education, Arts and Home Office subcommittee of the House of Commons Expenditure Committee from the National Association for the Care and Resettlement of Offenders (Nacro).

It argued that some form of more intensive supervision in the community would provide courts with another way of treating offenders now sent to prison.

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Mayor-elect at 80

Mrs Violet Fletcher, aged 80, a Labour councillor, was named as Mayor-elect of Wolverhampton yesterday. She has been a member of the council since 1952.

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Up to six big, laden carriers may be passing through the Channel each day

Pressure to improve tanker rescues now likely

By Michael Bailey
Shipping Correspondent

West Europe is one of the world's most vulnerable areas for tanker spillage since it receives about a third of the estimated 1,500 million tons of crude oil moved by sea each year.

Of nearly seven thousand tankers afloat about a thousand are big crude-carriers, and about six of them pass laden each day up the coast of West Europe, most through the Channel. But the area is almost certainly served by fewer of the older, smaller crude-carriers that so polluted the shallower continental shelf off North America last year's spillage that are often inferior not only structurally but in standard of operation, the main cause of accidents.

Since the Torrey Canyon accident, West Europe, and certainly Britain, is as well protected as anywhere, both by traffic control systems such as that through the Dover Strait, and by stand-by measures to deal with pollution when it occurs. Equipment and a 48-

hour stock of dispersants is available in all Britain's main ports. The Amoco Cadiz will inevitably generate pressure for more rescue measures, more cooperation than that existing between Britain and France at present.

How much a country spends on insurance against infrequent though potentially devastating occurrences is a matter for political judgement. Meanwhile, tanker owners have to make critical judgments on those occasions, which are bound to come under close scrutiny: judgments about minimizing costs and risks.

A big seagoing tug may cost £20,000 to £30,000 a day merely to steam to the incident and stand by with the wisdom of hindsight. Amoco should probably have ordered three in the Cadiz situation.

Once on the scene, the master of the stricken ship and the tug will make a contract before a line goes on board. It may give the tug owner nothing if the ship is not saved, possibly millions if he uses

large resources with skill and daring to rescue a valuable ship and cargo (probably worth £20m in this case). Or they may agree a lump sum, or a day rate. Those matters were probably negotiated between head offices of the tanker and the tug while the ships closed last Thursday. In retrospect, the resources marshalled were inadequate.

According to Amoco, steering gear in the Cadiz fulfilled the requirements of last month's international tanker safety conference in London. All the control systems from bridge to rudder would therefore be duplicated; but the rudder and rams, huge equipment weighing 100 tons or more, can hardly be. Instead, they are built to exceptional reliability standards. What went wrong here is of key importance.

Making tankers smaller is not much help. Five 50,000-tonners, greater numbers of crew and more attendant congestion, might be a greater risk than are 250,000-tonner well constructed and well run. Twin screws instead of single might

have helped the Cadiz, but in some situations such as Suez they may reduce manoeuvrability, and in any case add millions to costs mainly through higher fuel consumption, in a ship's lifetime.

Keeping such ships farther out to sea wherever possible seems desirable, and France will probably press for international agreement on it.

Should the Amoco Cadiz have been bombed? Studies after the Torrey Canyon show quick dispersal by fire to be difficult; it might take weeks to burn out. The greatest danger to Britain now is possibly of "chocolate mousse"—thick blankets of sea/oil emulsion which sometimes form in rough sea and float around for weeks resisting attack by dispersants. That is how Torrey Canyon oil reached France.

That apart, British spray-tugs could safely use chemicals in mid-Channel, which the French decided against in their valuable coastal fisheries, and expect to disperse most of any spray slicks before they reach British shores.

Bretons save something from a ruined sea

From Ian Murray
Porsall, March 20

The fire brigade and the sludge guppers of Brest local authority have been making the best of a bad job round the oil-soaked fishing harbour at Porsall.

They are cleaning off the oil that comes in with every tide from the wrecked Amoco Cadiz and taking it back to Brest for processing and, it is hoped, for sale.

The local farmers are running their pumping equipment down to the beaches on tractors to do what they can to help. It is little enough. The 80,000 tonnes of light crude oil that has escaped so far now covers an area of about a thousand square miles—the size of county Durham. The pumping on the shore sucks up no more than 1,800 tonnes a day and a large proportion of that is water.

For the Breton fishermen this new disaster was both inevitable and avoidable. They look out at their ruined sea in a mood of angry resignation. They are extremely angry that it happened; but they are resigned to the fact that they have lost their livelihood. They are told that the Government will indemnify them for loss of earnings but they say the Government has done nothing to stop it happening in the first place. On top of that, they say, nothing is being done to stop the sea tearing apart the stranded tanker and releasing another 150,000 tonnes of oil into the sea.

They are wrong in thinking that nothing is being done, but they can be forgiven. The freshening wind of the Atlantic brings in the stench of the oil with every gust, making their homes uninhabitable and fouling the grass of the farmland far inland.

Every tide brings up more oil. The rocks along the shoreline are black. The little rockpools are covered with rainbow rings of grease. The fish that are dead are in the tide and the oysters are tainted. Holidaymakers, sure that their favourite beach will cover them in tar this summer, have started to cancel reservations.

Work on halting the spread of oil and clearing up has begun. The French Navy has been operating a shuttle service in and out of Brest, with 11 ships spreading detergent on the sea, where the oil is beyond a 50m depth, and dropping polystyrene in shallower waters to soak it up and make it easier to collect.

This afternoon, five Royal Navy ships arrived in Brest to help. Booms have been stretched across the inlets leading to the two biggest oyster beds to protect them.

Meanwhile, detailed soundings have been made round Porsall rocks to find a channel deep enough to take a 20,000-tonne capacity tanker which can be brought alongside to pump off the oil still in the wreck. Special two-way pumps have been flown in from the United States and rigged up on American tankers. Equipment is ready and work can start as soon as a pumping platform is established.

But that is likely to take up to a week. Meanwhile the weather has turned rough and the spring tides are coming. Brest fishermen know their dangerous coast and its weather well and they are extremely gloomy about the chances of the planned operations' success.

In their view, the first two days of fine weather immediately after the tanker went ashore were totally wasted because the authorities are too concerned to question the people involved in the wreck and because the looming elections meant that nobody was prepared to do anything that might upset the ecologist vote.

They fail to understand why pumps had to be found in America when any proper contingency plan would have seen to it that there were some immediately available locally. Most of all, they cannot understand why the lessons of the Torrey Canyon were not learnt. If supertankers were forced to follow a sea lane much further out to sea their shores would be safe.

Since the Torrey Canyon was bombed to the seabed 11 years ago a great deal of research has been done on oil pollution, while the tanker owners have set up funds to ensure that the money is available to clean up after the Amoco Cadiz disaster.

Captain Michael Garrett, of the International Owners' Pollution Federation, was one of the first to arrive on the scene after the tanker had struck the rocks. He is able to produce reassuring research data that show that the sea itself will take care of the oil in a very short space of time.

Detergents kill more than the oil does, he says, and the best that can be hoped for is a few good storms to smash the



Oil being pumped from Porsall's polluted seafloor for possible resale.

oil to pieces and allow natural bacteria to destroy it. "I don't know what the French Navy is doing, but the best thing would be to leave it to God," he says.

The actual amount of oil that escapes into the sea is quickly reduced in bulk by about two fifths by evaporation. What is left, however, emulsifies with the pounding seas to form a thicker, stickier compound which may settle on oyster beds and suffocate the shell fish. The toxic and suffocating effects of the slick can kill everything.

However, Captain Garrett has a bet worth a pint of beer

with one of the journalists in Brest that by June Brittany's beaches will be quite clean and that even the rocks will have lost their shiny blackness. According to research, some species may even benefit from what has happened because by eliminating competition they will be enabled to reproduce even faster than usual.

The Breton fishermen are unimpressed. Some species of algae that disappeared after the Torrey Canyon went down have reappeared only in the past year. Whatever the scientists have managed to prove, they have a more bitter, practical experience.

Output rise halts pit closure

From Tim Jones
Cardiff

A sharp increase in productivity since the introduction of an incentive bonus scheme has saved the Deep Duffryn colliery at Mountain Ash, Mid Glamorgan, from almost certain closure.

South Wales miners' leaders had joined forces with Mr Arthur Scargill in a campaign against the incentive deals. In a first ballot members overwhelmingly rejected the introduction of the schemes on the advice of some of their officials that it would reduce underground safety and hasten the closure of uneconomic pits.

As the opposition in other areas notably Yorkshire, crumbled, the South Wales men fell into line and Deep Duffryn became one of the first pits in the area to operate the scheme.

Since then losses of £100,000 a month have been transformed into a profit for last month of £40,000. A National Coal Board official said that brought the colliery back from the brink of almost certain closure.

The decision to reconsider the pit's future means the saving of 500 jobs at the 100-year-old colliery and the introduction of 40 more with the development of a new fully mechanized coal face. Since the introduction of the scheme production has risen from 33cwt a man-shift on the one coal face to nearly 35 cwt.

According to coal board area officials the scheme and its results have been the greatest factor in determining Deep Duffryn's future.

Mr Ralph Arndell, a local miners' union official, said: "We are obviously pleased that the future of Deep Duffryn is to be extended. It is a boost for us and we will be going flat out to keep up these good results."

Board rejects Scargill claim that incentive scheme costs lives

From Ronald Kershaw
Barnsley

An allegation yesterday by Mr Arthur Scargill, the Yorkshire miners' leader, that the first few months of the pit incentive scheme had raised the death rate and caused more serious accidents was later called misleading by the National Coal Board.

Mr Scargill said in his presidential address to the annual meeting of the National Union of Mineworkers' area council, that in the first two months of 1977 there had been three deaths in the mines. There were eight deaths during January and February, 1978, a 166 per cent increase.

In the first two months of 1977 there were 56 serious and reportable accidents, against 89 in the same period of 1978;

a 59 per cent increase. "I submit that the introduction of the incentive scheme has been responsible for the dramatic increase in deaths and industrial accidents," Mr Scargill said.

"In the long term I am convinced that we shall see more industrial disease," he added. The National Coal Board said in a statement last night: "We deplore the misleading statement by Mr Arthur Scargill, wrongly attributing the increase in accidents in the coal industry to the incentive scheme. There is no evidence to support his interpretation of the accident statistics."

"Only one of eight fatal accidents in January and February this year, when an incentive scheme was gradually being introduced, occurred on a coal face during a production

shift, and this involved a deputy at Emley Moor who was killed in a roof fall.

"Our priority is to prevent accidents. The long-term trend is downwards and it is misleading to base comparisons on one year's figures, particularly when 1976-77 was exceptionally low in accidents."

An analysis of fatal accidents in the year ending March, 1978, shows that it was haulage and transport systems where accidents increased."

In his address Mr Scargill had reviewed what he called "a year of shame." Calling for a change in the union's "undemocratic" constitution, he asked how anyone could justify 55 per cent of the union's membership holding seven national executive seats while the remaining 45 per cent had 17 seats between them.

Report on Windscale inquiry attacked

By Roger Berthoud

Mr Justice Parker's report on the Windscale inquiry is attacked in a two-part "critical comment" sent to ministers and MPs by the Town and Country Planning Association on the eve of tomorrow's debate on the report in the Commons.

The association was one of the main objects of the inquiry. Mr David Ball, its director, said yesterday that the report, which recommends the building of a £600m reprocessing plant at Windscale, Cumbria, was hopelessly inadequate as a basis for a decision on the Windscale expansion.

"The more closely one reads it, the more are its inadequacies revealed. Our immediate objection is to the MR's use for themselves what a bad report it is."

The association says Mr

Justice Parker's report is inappropriately subjective and personal. It is couched in terms that suggest that British Nuclear Fuels (the applicant) was innocent unless proved guilty, whereas objects were guilty unless proved innocent. Yet many issues depended for evaluation on an ability to balance technical and measurable fact with qualitative opinion on abstract aspects at the same time, it argues.

It further accuses Mr Justice Parker of being subjective in his assessment of witnesses, of selecting a representative case put by weak objects while ignoring that of strong missing things that irritated him, such as public participation. The association challenges his conclusion that to build the plant would help to prevent the

spread of nuclear weapons, rather than promote it, as maintained by objects.

Like the parliamentary Liberal Party, the association thinks that any decision about the plant should at least wait until the international fuel cycle evaluation programme of which the British Government was one of the chief instigators, has reported.

The association is equally scathing about the Parker report's conclusions on health and safety, pointing out that British safety requirements are far less stringent than those in the United States.

It concludes with a plea for more time to consider the potential proliferation risks, damage to health and the environment, possible accidents, the likely economic cost, and possible alternatives.

Red Brigade's leaders disrupt trial in Turin with chanted threats against abducted former premier

Turin, March 20.—Leaders of the Red Brigades, a terrorist group, disrupted a trial today about the kidnapping of a Christian Democrat leader, in a noisy demonstration which halted the trial here today. They said that Signor Moro would face a "people's trial."

Moro is in the hands of the armed proletariat, Alberto Franceschini shouted. "Moro will be tried, he will be brought to justice by the people," Signor Curcio, founder of the Red Brigades group, which kidnapped the former Prime Minister in Rome last Thursday, added.

Signor Curcio, Signor Franceschini and 13 others face up to 20 years in jail on charges of forming an armed band to subvert the state.

At one point during the demonstration in court today, Signor Luigi Moschetti, the chief public prosecutor, ripped off his gown and stormed out in disgust. "They are insulting Italian justice and trying to wreck the trial," he told Judge Guido Barbero.

Most of the Brigades' leaders

rose from their seats in a mounting chorus of shouts at the bench from the metal cage which holds them. They then chose to leave the court and were led off in chains.

"Long live the Brigades, the armed struggle goes on," they shouted as armed police took the court.

The demonstration started when the judge, resuming proceedings after a dispute over the televising of the trial, ruled that the defendants could not read a communiqué which referred to Signor Moro's abduction.

A defence lawyer said the statement was couched in the same abusive language as a communiqué issued by the kidnapers at the weekend.

The trial, twice postponed because of terrorist attacks, resumed today amid heavy security in a fortress-like police barracks in the centre of Turin. Proceedings were delayed for two hours after Signor Francesco Cossiga, the Interior Minister, banned cameras and tape recorders from the court. The Minister later relaxed the ban at the request of the

judge and television crews. Signor Curcio, Signor Franceschini and Alfredo Buonavita remained in the dock when their co-accused left.

There was another outburst from Signor Curcio when Judge Barbero began reading out the charges. It was quelled when the judge told him: "Behave yourself, Curcio. Remember your uncle died fighting with Italian partisans."

When the hearing resumes tomorrow, the guerrilla leaders are expected to demand the right to conduct their own defence. There is no such right in Italian law and the trial could be delayed for months if the judge seeks a ruling on the issue from the Constitutional Court.

Rome: A third car used by Signor Moro's kidnapers has been found, after being coolly parked yesterday in the same heavily-policed street where two other vehicles used by the gang were discovered earlier.

Observers see the incident as an attempt by the kidnapers to ridicule the hunt for them by more than 20,000 police and troops.—Reuter.

Moro kidnapping strengthens suspicions that wave of political attacks is internationally inspired

Italy looks abroad for terror source

From Peter Nichols
Rome, March 20

In threatening a "trial by people" in court today, Signor Aldo Moro, the kidnapped Christian Democrat leader, Italy's Red Brigades are resorting to a device which they used when they first appeared on the scene at the beginning of the decade.

Until Signor Moro's capture last week, the terrorist group's best known prisoner was a public prosecutor, Dr Mario Sossi, abducted in April, 1974, by the "revolutionary tribunal" and released after 35 days in return for an agreement by the state to release eight extremists held in a Genoa prison.

The eight were not allowed to go, on the orders of Genoa's chief public prosecutor, who was murdered with his bodyguard two years later.

For nearly 10 years, the country has been subjected to political terrorism of two kinds. The first, called the "strategy of tension", is usually attributed to the extreme right. The second, carried out largely by the Red Brigades, is taken to be terrorism of the left.

No one has succeeded in discovering the international links of the Red Brigades and no one has managed to ascertain whether the two apparently different forms of terrorism are in fact related.

Signor Enrico Berlinguer, the Communist Party leader, repeated this week that "powerful forces, both internal and international" were manipulating a "ruthless attack against the state and republican liberties." But he was no more specific about the international inspiration of the onslaught.

Leading members of the Red Brigades were known to have had contacts some years ago with the highest echelons of the Communist Party in Italy, which is the most conservative elements in the Christian Democratic Party which opposed greater cooperation with the Communists.

They were actually opposing the policies of Signor Moro, and he will not even have the comfort of the respect of those whose work they accuse him of doing.

Even worse for him must be the thought that he is going to have to reply personally, and alone, to his judges' accusations about Christian Democracy's performance in Italy.

If the system survives the Moro kidnapping, and whatever else the terrorists have in store, it will at least have inspired a thorough look at what Italy's crisis fundamentally means.

Stuttgart judge upholds search of trial lawyers

From Peter Norman
Bonn, March 20

The dispute in the West German newspaper industry over the introduction of computerized printing technology has been settled.

Printing workers returned to work today after a 10-day strike. IG Druck, ended its strike action and the employers ended a lockout that together had deprived the German public of all but a handful of newspapers and magazines since last Tuesday.

The agreement was reached shortly before midnight yesterday after a total of 60 hours of negotiations that involved Herr Josef Stigl, the President of the Federal Labour Office, and Herr Jürgen Wischniewski, State Secretary in the Federal Chancellery, as mediators.

At a press conference in Bonn today it was clear that both the employers and union were less than fully satisfied with the compromise.

The employers, while describing the final agreement as tolerable, said that they had been forced to make concessions that went beyond providing the printers with a sensible degree of security.

The union declared that it had failed to reach its objective in full but had provided the printing workers with a prop to protect them against the effects of rationalization and the new technology.

The cause of the dispute that has upset the German newspaper industry in phases over the past 18 months, was the newspaper publishers' plans to introduce computerized setting techniques that eliminate the need for old skilled printing trades.

Under the new agreement, plants which switch from the traditional method of setting pages with movable metal type to using the new desk top computerized video terminals will still have to employ skilled printing workers on the new machines for a period of eight years after the change over.

Furthermore, proof readers and punch-typers operators will be guaranteed their present level of income for the rest of their working lives, through compensatory payments if they can only be found less skilled, lower paid jobs after retraining.

Other printing workers will also receive compensatory payments.

German newspaper dispute ends

From Peter Norman
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Key Spanish officials kept in dark over Sahara

From Harry Debelius
Madrid, March 20

Senior Spanish officials in little more than the public about negotiations with the King of Morocco just before Spain's withdrawal from the Sahara colony in 1976, according to evidence heard during parliamentary inquiry here.

Senor Jaime de Elia, Spanish representative at United Nations, referred to Moroccan monarch, Hassan II, as a "standard" in a letter to the then Minister, Senor Carlos Arias, October 1975, when Senor Franco was near to death.

Senor Finies told the national foreign relations committee last week that he had from newspapers that a mission from Madrid had been sent to Rabat to tell the Moroccan representative that the Moroccan representative was announcing that a special agreement from Spain had been reached with King II, who would bear Moroccan interests.

Referring to the agreement by which Spain ceded control over the Sahara to Morocco and Mauritania, he said: "I had no idea it was not only about the Madrid pact."

The former Senor General of the Sahara, C. Luis Rodriguez de V. testified: "There were pre groups that were not the villain of the far, the Saharan people, but villain can be found in places."

He blamed "friends of Franco" for "sabotage" for a "standard" in a letter to the then Minister, Senor Carlos Arias, October 1975, when Senor Franco was near to death.

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Militant Basques seek to smash 'middle class state'

Bilbao, March 20.—The

Basque separatist organization ETA said today it will only stop its anti-Government actions when Spain's Basque country becomes a socialist and independent state.

The underground organization made its goals known in a report published in the Bilbao newspaper *Hoja del Lunes*. ETA is blamed for the death of more than 100 policemen and civilians, as well as for a number of political kidnappings, in recent years.

France's death, ETA was quoted as saying, did not mean the end to the fighting for the independence of the Basques from Madrid's central administration.

ETA said its goals include the "destruction of a middle class state and its replacement by a state of workers. An independent and socialist state represents for us the only possible framework for exercising the sovereignty of the Basque people."

It also took responsibility for the bombing on Friday of a Bilbao nuclear energy plant under construction in which two workers were killed.

However, ETA blamed officials of the nuclear plant for the deaths. It said it warned the officials well ahead of the bombing so that workers could be evacuated.

"But if they were not evacuated it was so in order to hurt ETA's prestige and try to demobilize the Basque people," the report quoted ETA as saying.—AP.

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BERKSHIRE COUNTY COUNCIL

Waste Disposal

Berkshire County Council is considering all options for the disposal of domestic waste from 1990 onwards.

Recognising that landfill opportunities in the County are limited, the Council would wish to have available facilities for final deposit and would be prepared to undertake the disposal operation on a contract basis.

Contractors would be requested to appraise the situation in Berkshire, produce a draft scheme operation and an annual order of cost for the receipt and disposal of all domestic waste arising in the County which is currently estimated at 200,000 tonnes per annum, rising to 250,000 tonnes in 1990. The Council wish to evaluate proposals by Friday, 28 April, 1978.

Contractors wishing to express an interest should make an immediate application to the undersigned, quoting Ref. Env. 552 001 J11 not later than Friday, 31 March, 1978

دستور



Rassemblement
pour la république

resigns. "I am Murray
March 20
the village to congregate in our block
the village was in tears this morn-
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"Innocent" is the start of person M.
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group of people like the con-
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The Spec-
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the score does not represent the game. Nevertheless, the left has failed to make its expected breakthrough and the future of the Union of the Left must be questioned.

Already the Left Radicals under M Robert Fabre have said that they want to reconsider their position within the union. They will be meeting soon to decide their future roll. M Gabriel Peronneau, former president of the Radical Party which split to produce the Left Radicals and the Radical Socialists, under M Jean-Jacques Servan-Schreiber, has already welcomed this move towards a possible restoration of the party.

Successful

referred to Sunday's general election in Senegal in France is in Morocco's history by constitutions. Sahara as names after each name that the 10 percentage vote Minister for presidential candidate S. M. M. also includes out-responsible names from the first and the Mo-

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Yonne	
1	P. S. Solisson (UDF-PR)
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2	M. Delprat (CMI)
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3	I. Piot (RPR)
55,15	
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2	R. Forni (PS)
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		DF-PR)	34.92
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		Virvin (RPR)	58.58
		Richards (PS)	50.54
		P. Delamare	
		de	51.46
		Montaigne (PC)	63.97
		Petit (UDF-CS)	64.36
		Canocao (PC)	54.04

From Charles Harrison
Nairobi, March 20

State for African Affairs, had a meeting with President Siad Barre in Mogadishu that lasted into the early hours of today. The meeting was held in Mogadishu on the talks, but diplomatic sources said today that Mr Moose had made it clear that the United States is opposed to Somalia's withdrawal of its troops from Ethiopia. Somalia drops its traditional claim to territory in Ethiopia, Somalia, however, is pressing for substantial military supplies to fight the rebels. It is to make good the heavy losses suffered in the Ogaden. Somalia withdrew its regular forces from the Ogaden earlier this year. The United States had warned Somalia that it could expect no assistance while its forces were fighting inside Ethiopia.

Kenya and Djibouti with a mainly Somali population. The two countries are, however, reluctant to accept such a condition since the Somali constitution has always recognized the ideal of a greater Somalia that includes those areas.

Somali leaders regard Mr. Moose's visit as confirmation of United States support for the United States, or at a time of great difficulty.

making known its displeasure at the prospect of American aid for Somalia. Captain Filze, *Sessisse Wogderes, Secretary-General of the Somali Military Administrative Council*, in a meeting yesterday with *Senior Isidoro Malmaier* *Peel, the visiting Cuban Foreign Minister*, initially renounced all "expansionist designs" on Ethiopia. Kenya

The Carter Administration is aware of the possibility that Somalia might swing back to the United States. The US support does not now come from the West in the form of "defensive" arms.

The United States has provided Somalia with food supplies valued at \$30 million in December with the aim of helping Somalia displaced by the Ogaden war and by the earlier disastrous droughts in the area.

Yesterday Mr Moose signed an agreement with Mr Mohamed Yusuf Waddani, the Somali Finance Minister, for another \$7m in food aid to be supplied over the next six months. The

aid is food.

Adding Ababa radio also reported that efforts are being made to restore water and electricity to Jijiga which was recaptured by the Ethiopians earlier this month. People who had earlier fled from Jijiga were returning to their former homes.

Colonel Lamma Gutama, chief administrator for the Hararge province, was reported to have ordered people in the Deghabur area of the Ogaden to return to their former homes. He said they would find their homes as the Somali aggressors had been driven off and peace and stability was already returning to the region.

By Edward Mortimer tion of the world and the
An appeal for political and United Nations to the legal and

By Edward Mortimer
An appeal for political and humanitarian help from the West was made in London yesterday by a representative of the Eritrean Liberation Front.

General Omar Alim, Director-General of the Eritrean news agency and head of the ELF's foreign information service, said that his movement was not seeking weapons or military help from the West. It was confident of its ability to handle the expected Ethiopian offensive with weapons from Syria, Iraq and the Arab Liberation Organization and with those it captures from the Ethiopian armed forces.

"The topography of Eritrea is very different from that of the Ogaden," he said. "The movement of regular troops in Eritrea is very difficult."

Alim expressed doubts whether the Soviet Union would allow its own military personnel to become involved in the war in Eritrea. "This is not a war that can be settled in a few months," he said.

"We have a much longer experience than the Western Somalia Liberation Front and we are confident of our own outside help. This war might grind on for 16 or 17 years."

"We are not asking for weapons. Let the West help us politically by drawing the atten-

also some humanitarian aid, especially food and medicine for refugees who are fleeing from besieged cities and bombed villages. He numbered these at 100,000 on the Sudanese border and 800,000 within the "liberated territories".

Mr Alim confirmed that his movement was ready for unconditional talks with the Ethiopian regime, "anywhere including Addis Ababa" and also for a referendum to be supervised by "the United Nations, the Organization for African Unity or any four or five countries that Ethiopia agrees to".

Eritreans, he said, held the four powers who won the Second World War responsible for the present situation in their country, and especially Britain "because the last colonialist administration to govern Eritrea, from 1941 to 1952, was British".

Mr Alim confirmed reports from Addis Ababa that his movement and the Eritrean People's Liberation Front had reached agreement to form a joint military committee and also to be represented jointly in any talks with the Ethiopian Government.

530 students in Rhodesia receive British grants

From Our Own Correspondent
Moscow, March 20

The Russians today accuse the United States and other Nato countries of trying to set up a system of military blocs in Africa linked to the West. In a mirror image of the charge levelled against the Russians last week by President Carter, Tass said the West was trying to set up a "Red bloc" consisting of Egypt, Sudan and Saudi Arabia. The aim was to perpetuate the split between Arab and non-Arab states of the region, and gain control over countries bordering on the Red Sea.

The newsmagazine's political commentator also attacked the grouping of West African states that signed a treaty of non-aggression and mutual assistance. What this would mean for Africa was shown in their show of strength in the western Sahara and their bid in suppressing a popular uprising in Zaïre. "The mini-blocks being created contrary to the principles of the Organization of African Unity. They undermine the national sovereignty of independent African countries, set one against another and, in the long run, introduce a new neo-colonial form of splitting the African continent into different zones of influence."

The Russians opposed such a "dangerous development" and to the creation of mini-blocks "legalizing the West's direct interference in the affairs of African countries".

Black leader

From Our Own Correspondent

Salisbury, March 20
The three internally-based black leaders who were signatories to the Rhodes constitutional agreement in Salisbury earlier this month

The three—Bishop A.

Muzorewa, the Rev Ndabaningi Sithole, and Chief Jeremiah Chirau--will then combine with Mr Ian Smith to form a

The British Government has given grants totalling about £500,000 to support 530 black undergraduates at the University of Rhodesia during the current academic year, it was announced yesterday.

The grants are to be administered by the London-based World University Service together with a further 250 grants, each worth nearly £1,000, given by other governments.

Last year the world University Students' Council elected 50 black students compared with this year's total of 820. The University of Rhodesia has a total student population of 1,600.

The World University Students' Council is a leading and essential part of the policy of Africanisation demanded by black staff at the university in a recent controversial document.

It is in the primary schools, secondary schools, teacher-training colleges, technical colleges and universities that Africa will carry out its true economic social and cultural revolution," he said yesterday.

Madagascar spy trial opens

March 20.—Two South Africans and an American went on trial for their lives here today accused of spying.

They appeared before a five-man special military tribunal. Its hearings are expected to last two days.—Agence France-Presse.

'swearing-in'

Executive Council in the transi-

One of its first tasks will be to appoint black and white

ministers to a Ministerial Council. This could take a week or so to complete, but in the meantime the transitional Government will begin operation the moment that the Executive Council has been formed.

Government sources said the ceremony would take place with the minimum of publicity.

MIDDLE EAST

Military supply lorries from Iraq reported to be nearing besieged Palestinian stronghold

Beirut, March 20.—Iraqi aid for Palestinians fighting Israeli invaders began arriving today in southern Lebanon, eye-witnesses reported.

They said they saw 21 military supply lorries heading down the coastal road to the south and turning east towards the Palestinian stronghold of Nabatiyah, which has been under Israeli artillery fire through most of the six days of the invasion.

The Iraqi vehicles were accompanied by 15 Syrian trucks, the eye-witnesses said. They could not see what the lorries were carrying.

Last Friday, reliable sources in Baghdad said that Iraq had begun to send military aid to the Palestinians and their leftist Lebanese allies. They are outnumbered and outgunned by an Israeli invasion force, now estimated at 25,000 after being reinforced over the weekend.

There was no indication on what weapons and equipment Iraq would provide.

In Beirut, a Palestinian military spokesman said today that the guerrillas had halted an Israeli advance on the southern port city of Tyre.

He said they had also shelled Israeli settlements, including Marjayoun and Kirsat Shmoun, on the Lebanese border, scoring direct hits and inflicting "a number of casualties".

Palestinian sources said Israeli planes had strafed refugee camps near Tyre today.

In Baghdad, the Iraqi Foreign Ministry called in the ambassadors of Syria, South Yemen, Libya and Algeria. The four countries are members of the Arab front opposed to Egypt's peace overtures to Israel.

The Iraqi news agency said that the Foreign Ministry would discuss the Lebanese situation with the diplomats.

Peking: Israeli attacks in Lebanon "constitute glaring aggression against Lebanon's territory and sovereignty and another grave challenge to the Palestinian people and all Arab people", Mr. Xue Fuzi, Chinese Deputy Prime Minister, said today.

The New China news agency reported that Mr. Xue made the statement during a meeting with Mr. Tayeb Abdul Rahman Mahmoud, the new chief of the Palestinian Liberation Organisation's mission in Peking.

The Deputy Prime Minister said that the Israeli action again showed Israel's obstinate stand, clinging to its policies of aggression and expansion and deliberately setting itself against the Palestinian and other Arab people.

He added that it was also a "result of superpower connivance and support" and that the Chinese Government and people strongly condemned the Israeli and superpower actions.

Reuter.

Israeli ships keep watch on Tyre

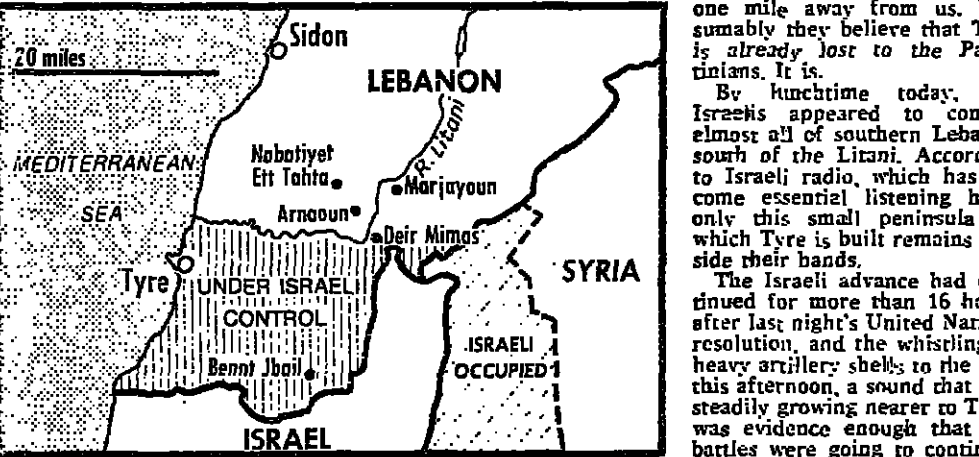
Continued from page 1

and a Syrian officer near the airport said the same, although camp in the mountains.

Meanwhile, the Lebanese authorities said today that a total of 1,168 Lebanese and Palestinian guerrillas with anti-tank rockets were sitting in a ditch to our right just before we reached the first houses of Tyre.

But the city itself, which yesterday was filled with Palestinians, this morning was almost deserted. The Palestinians appeared to have pulled most of their men out at night, the classic guerrilla tactic of melting away under cover of darkness.

If Tyre had been abandoned, however, a close watch was still being kept on it by the Israelis. Two warships cruised offshore



Israeli soldiers taking Basariya village near Tyre, as tanks thrust deeper into Lebanon.

Mr Begin in America with Lebanon plan

From David Cross Washington, March 20

Originally conceived by Washington as an opportunity to try to persuade the Israelis to be more flexible in Middle East peace negotiations, this week's meetings between President Carter and Mr. Menachem Begin, the Israeli Prime Minister, will now inevitably be coloured by the fighting in southern Lebanon.

The Israeli leader who arrived in New York last night before travelling to Washington, is not happy with the idea of his troops in southern Lebanon being replaced by a United Nations peace-keeping force. He has told reporters that he has his own ideas about keeping the border area free of Palestinian guerrillas and that he intends to discuss them with President Carter and his colleagues.

Israeli officials would prefer the establishment of a force drawn from the Lebanese Army and Christian militiamen to police the border area now occupied by Israeli troops.

The American Administration's view is that while the presence of a United Nations

Police clash with PLO supporters in Amman

Amman, March 20.—Police clashed with pro-Palestinian demonstrators today while breaking up a mob of agitators protesting against the Israeli invasion of south Lebanon.

Several people were injured and six men—including two policemen—were taken to hospital.

Police said the agitators had infiltrated a parade in Amman and "aimed violence" at police who were supervising the demonstration.

An Interior Ministry spokesman announced later a ban on all future demonstrations and said police had been ordered to use force in dispersing any violations.

People were free to express their feelings about events in Lebanon by contributing money, giving blood or volunteering to join their fighting brothers, the spokesman added.

He said the Government was offering military training to volunteers to fight in southern Lebanon. "The army's training centres are ready to welcome anyone wanting military training."

Meanwhile, the Government-manned news agency criticized the United Nations decision to send a peace-keeping force to the area. It quoted a Jordanian military expert who said the United Nations move would end "the usefulness of the Lebanese front against Israel, whatever the strength of the forces deployed there."

They said that in occupying southern Lebanon, Israel had "placed a natural obstacle, the Litani River, between itself and Arab forces."

It was also important, the Israelis were now in a position to outflank the Syrian Army, the experts said.—UPI and Agence France Presse.

Cairo still favours direct contact, envoy says

From Our Correspondent Doha, March 20

Dr. Badr Ghali, President Sadat's special envoy, said here today that Egypt was still in favour of direct contact with Israel despite the aggression in Lebanon.

Dr. Ghali spoke to reporters after his meeting with Mr. Morarji Desai, the Prime Minister.

Dr. Ghali said that President Sadat's aim had been to obtain a set of agreements on solving the Middle East problems and then present them to the other Arab countries to decide upon a unified approach. "But we have

Britain ready to consider UN troops call

By Our Diplomatic Correspondent

Britain would give urgent consideration to any request which the United Nations Secretary-General might make for troops to join the proposed United Nations force to be sent to south Lebanon, the Foreign Office said yesterday.

No request had been made yet and it would be necessary to see what assistance might be sought from Britain. There are precedents for members of the Security Council providing troops for United Nations peace-keeping forces.

Arab hardliners discuss peace-keeping force

Damascus, March 20.—Arab hardliners, meeting in Damascus today, discussed the United Nations Security Council's decision to send a peace-keeping force to southern Lebanon, but announced no decisions.

There were indications that the Palestine Liberation Organisation was against the idea.

"We are discussing the matter and we are coming to a decision," Mr. Abdul Halim Khaddam, the Syrian Foreign Minister, said after two meetings today.

Taking part in the discussions were Syria, Algeria, Libya, South Yemen and the PLO.

The original purpose of the meeting was to agree on an overall strategy to end Israel's invasion of south Lebanon but the Security Council move has apparently complicated the talks.

Syrian sources said that Syria would not oppose a United Nations presence in south Lebanon.—Reuter.

Albarnet, Tennessee, March 20.—At least four people, including two women and a child, were killed and 19 injured when their lorry plunged down a 90ft cliff into a creek near here.



Young Solicitor

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OVERSEAS

Former Defence Minister arrested after attempt to hold pro-Bhutto demonstration

From Richard Wigg

Lahore, March 20.—The Pakistan military authorities arrested General Tikka Khan, Mr Bhutto's former deputy and former Defence Minister, here today after he had arrived from Islamabad and attempted to lead a demonstration protesting against the death sentence on the former Prime Minister.

There is a complete ban on political demonstrations in Pakistan, with rigorous imprisonment and lashings for those defying it. But the word that the general, who is now acting Secretary-General of Mr Bhutto's People's Party, was coming "to meet his friends" had been passed round in the city this morning.

After the abortive protest, sporadic demonstrations continued in the old part of the city and four buses and three cars were burnt by young pro-Bhutto supporters. Police who had used tear gas to disperse the stone-throwing demonstrators, made several arrests.

Mr Bhutto, who has until next Sunday to lodge an appeal with the Supreme Court, has been moved to a condemned cell in the Kot Lakhpat prison.

Mr Yaqub Bakhsh, his chief counsel, who saved him this evening, said the former Prime Minister was adamant that "I will not file an appeal. I was educated at Oxford and Bentley. I know what the law is, but what do you expect from them?" Mr Bakhsh quoted Mr Bhutto as saying of

the Supreme Court. He said he had got Mr Bhutto to sign a power of attorney for him, to give him greater powers, but he had still been instructed not to file an appeal unless specifically told to.

The lawyer said Mr Bhutto's cell was only 7ft by 10ft, had an open toilet and was otherwise bare except for a steel barred door.

Mr Bhutto, who is 50, was allowed a truckle bed, but the cell had electric light on 24 hours a day. He was allowed exercise for half an hour a day, and during the night was chained to the bed. There was a guard outside the cell all the time.

Mr Bhutto has also been required to wear prisoner's uniform, in place of the smart suits and sports clothes he continued to wear for the duration of the trial.

During the five-month trial Mr Bhutto was kept in a room at the prison with a verandah and enjoyed various privileges including television, radio, foreign and Pakistan newspapers and food brought from home.

So far, Begum Nusrat Bhutto has not been allowed to see her husband since the judgment, and she and their daughter, Benazir, are under house arrest separately here and in Karachi. But Mr Bakhsh said he hoped Mrs Bhutto would be allowed to visit her husband the day after tomorrow.

Our Diplomatic Correspondent writes: The case of Mr Bhutto was raised by Dr David Owen, the Foreign Secretary, yesterday when he saw Mr Agha Shahi, the Pakistan Foreign Minister, in London.

It is assumed that Dr Owen added his voice to the international calls for commuting the sentence, which are widely expected, although details of their talk were not disclosed.

Mr Shahi, who knows Mr Bhutto well, having served with him for many years in the government, was not in a position to comment officially on the case yesterday.

Pakistan sources, however, point out that even if Mr Bhutto does not himself appeal against the sentence, it is certain that an appeal will be made on his behalf. Pakistan criminal law closely follows British practice, and in the event of an appeal being successful, life imprisonment would be expected to be 14 years.

The main purpose of Mr Shahi's call, which was arranged before the death sentence on Mr Bhutto was announced, was to discuss disarmament proposals at the United Nations.

Ann Eyre writes from Abu Dhabi: President Zayed of the United Arab Emirates has sent a plea for clemency to Pakistan's Chief Martial Law Administrator on behalf of Mr Bhutto. Shaikh Zayed has considerable prestige in the Muslim world in general, and in Pakistan in particular.

Hundreds of animals and many people attacked as packs proliferate Big bad wolf returns to menace Russians

From Michael Binyon

Moscow, March 20

Once again the cry "wolf!" is echoing through Soviet forests and villages. The peasant's traditional enemy is back in force, attacking sheep, dogs and even people in alarming numbers.

"My legs are weak, otherwise I would have shown him," an old peasant from Kirov said. "I was watching television and heard someone knocking, then a dog's yelp. I went out and a wolf had its teeth in my dog's leg. I pulled one way, the wolf pulled the other. The dog got away but it lost a leg."

Other dogs have been less fortunate. Last winter wolves killed 30 of them in the Kirov region, north-east of Moscow, and countless huskies were attacked. Wolves even ventured into the city, and a few miles from Kirov a large pack was discovered.

All over the country, it seems, the wolf population has been increasing. In the Russian Federation there were an estimated 2,500 wolves in 1960; now there are about 12,000. The same is true of Byelorussia, the Ukraine and the Baltic republics.

Wolves are particularly numerous in the steppes. In Kazakhstan, central Asia, there are an estimated 30,000, and they have recently reappeared on the outskirts of Moscow.

According to Mr Vasily Peskov, a well-known naturalist, the animals cause considerable damage. In Perm, in the Ural, they killed at least 2,000 elk and 633 sheep and goats in 1976, and other animal losses amounted to nearly 1m roubles (£770,000). In the Far East, attacks on deer and horses cost about 2m roubles.

Attacks on people have also increased, especially on those trying to protect their animals. In Kirov there were 21 cases last year. Children are particularly at risk.

Wolves do not attack in the

hungry winter months but in summer when they have cubs to feed. In one bizarre incident a wolf rushed into a peasant's house in Byelorussia and started eating up pillows, carpets and boots. The woman managed to barricade herself safely in the kitchen.

After the Second World War wolves were numerous, but they were then hunted, trapped, poisoned and even shot from aircraft until they seemed to present no danger. The hunters put down their guns, but the remaining wolves survived and adapted.

Mr Peskov believes that the wolf has also benefited from a mistaken modern sympathy for it, especially in Western Europe and America. He blames Canadian and American studies that depicted the wolf as a useful scavenger cleaning up the forest. This concept led to an idealization of the wolf.

This picture caught on in Russia, where conditions are different. Mr Peskov says that the

wolf is vicious and dangerous, killing for the sake of killing. Its scavenging consists of attacks on the easiest prey—newborn or pregnant animals.

The naturalist is calling for a revival of the traditional wolf-hunt, using dogs. This has died out recently as the state bounty of three roubles (£2.30) paid on each wolf skin is too low to encourage hunters, who find it more profitable to go after elk and wild boar, often ignoring wolves lurking nearby.

Hunting wolves, Mr Peskov says, is a dangerous and often unprofitable sport. But it is the only way to keep the numbers down; poisoning is too indiscriminate and pursuit by aeroplane too expensive.

A good hunt needs a master huntsman to lead it, and such a figure is rare now. In the old days grateful peasants gave the hunter a pig or sheep, but today the State ought to increase the bounty to 50 roubles (£23). Only in this way, Mr Peskov believes, can the Soviet Union deal with the big bad wolf.

Gilbert Is choose new Chief Minister

By Marcel Berlins

The Gilbert Islands has elected Mr Jeremiah Tabai, aged 28, as the new Chief Minister, and a much changed House of Assembly to see the territory through to full independence.

The original timetable for the Gilbert Islands, whose population is little more than 50,000, provided for general elections, which have now been held, and a referendum designed to decide whether the Banebans (Ocean Islanders) would form part of the new state.

It also provided for independence from Britain and membership of the United Nations by the end of 1977.

In the election the former Administration, under Mr Naboua Ratieta, sustained a heavy defeat at the polls.

Both factions want the Ocean Islanders, now living on Rumbi, near Fiji, to remain within it.

Moscow complains over Chinese rebuff to its friendship overture

From Our Own

Moscow, March 20

The Soviet Union today revealed that the Chinese have rejected a new Soviet attempt to improve relations between the two countries.

An announcement by Tass said a message was sent by the Presidium of the Supreme Soviet, headed by President Brezhnev, to the Chinese National People's Congress in

February 24. But on March 9 the Chinese leadership repeated the "unacceptable preliminary conditions it had advanced before" and this effectively ruled out discussion of the essence of the message.

The preliminary conditions set forth in the Chinese message to refer to Chinese calls for mutual troop reductions before any talks could take place.

The Russians expressed the hope that the Chinese would

respond positively to the message "but this regrettably did not happen." Tass said hostility to the Soviet Union obviously continued to be state policy in China.

There have been rumours from Japanese sources in Peking that the Russians had made new overtures to China, but this is the first Soviet confirmation of the dispatch of a message.

The Supreme Soviet—Russia's equivalent to Parliament—was concerned, Tass said, because this dangerous further aggravation of relations "may lead to serious negative consequences for our countries and peoples, for the destinies of peace in the Far East, in Asia and throughout the world."

The message suggested the two countries produced a joint statement on the principles of their mutual relations. This

would bind them to peaceful coexistence, mutual respect for sovereignty and territorial integrity, non-interference in the internal affairs of each other and the rejection of the use of force.

The Russians said that if the idea of such a statement was acceptable to the Chinese, high-level representatives from both sides ought to meet to work out acceptable wording as soon as possible.

Muslim party's opposition causes stir in Jakarta

Jakarta, March 20.—A weekend of unprecedented parliamentary confrontation has ruffled Indonesia's all-party Government led by President Suharto.

The Muslim party (PPP), a major partner in the Government, voiced strong opposition to some aspects of Government policy being drafted for the next five years. Its members walked out of two committees and forced votes on at least five issues.

Such action has not been taken by any faction in either the House of Representatives or the People's Assembly since General Suharto took over as head of state in 1967.

The party's stance has raised some doubts whether it will

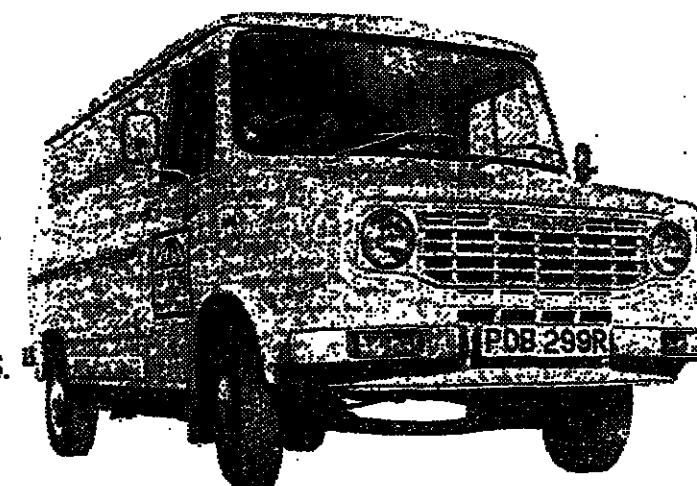
remain in the Government for President Suharto's next five-year term.

However, the PPP still joined with four other factions in nominating the President for reelection by the People's Assembly on Wednesday. It also endorsed Mr Adam Malik, the former Foreign Minister as the vice-presidential candidate.

There was a violent explosion last night on the ground floor of the secretariat building of the People's Assembly where 920 legislators were preparing the unanimous reelection of President Suharto.

Security authorities gave a vague explanation about "a light flare that blew up," and denied that the explosion was caused by a bomb.—Reuter and Agence France-Press.

"If a big Mack hits trouble out east we send a Sherpa to the rescue"



Like all vehicles from Leyland Cars, it comes with Supercover. And that includes a year's free no-mileage limit with parts and labour; a year's 24-hour roadside assistance from the A.A.; a year's A.A. Relay Recovery Service (approved conversions and U.K. mainland only); a 69 point pre-sale checkout, and the opportunity of renewing it all for a second year. Some warranty!

The Sherpa body options include vans, minibuses, crewbuses, chassis-cabs, and pick-ups. Engine options include a 1622cc and 1798cc petrol and 1798cc diesel.

Overdrive is an optional extra on the 1798cc petrol and diesel. For further information please visit your nearest dealer, or write to: Light Commercial Vehicle Sales, Leyland Cars, Grosvenor House, Prospect Hill, Redditch, Worcestershire, B97 4DQ.

Sherpa

Red Cross talks boycotted by North Korea

Panmunjom, March 20.—North Korea today refused to hold a planned inter-Korean Red Cross meeting at the truce village of Panmunjom, in protest against last week's joint South Korea-American military exercise.

A Pyongyang radio broadcast last night said that North Korea would boycott the meeting because it could not help "humanitarian" Red Cross talks in a tense war-like atmosphere created by the war game conducted close to the demilitarized zone and near Panmunjom.—Agence France-Press.

Vietnam refugees taking to their boats again

Singapore, March 20.—The flow of Vietnamese boat refugees to South-east Asia is rising again now the rough monsoon weather in the South China Sea has settled down. The so-called "boat people" are taking to the water.

About 700 have arrived along the east coast of Malaysia so far this month, a United Nations High Commissioner for Refugees official said in Kuala Lumpur. The number of boat people reaching the Philippines has also increased after a lull since November, diplomatic sources said in Manila.—Reuter.

Call to speed up purge

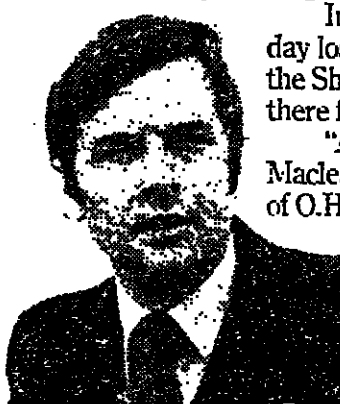
Peking, March 20.—"Purge" is still the key word in China despite the political wedding out and the holding of two big political meetings since the death of Chairman Mao Tse-tung.

The People's Daily today re-activated the movement to eliminate incompetent staff and other proscribed elements who escaped the purge carried out after the arrest of the radical "gang of four" in October, 1976.

The newspaper referred to

the directive issued by Chairman Hua Kuo-feng at the end of last month before the fifth National People's Congress urging the country to "take efficient measures to speed up the return to order."

The People's Daily said: "Certain members of leading groups are implicated in the conspiratorial activities of the gang of four and still have not been investigated." Others were political waverers, still under the "spiritual yoke" of the gang of four.—Agence France-Press.



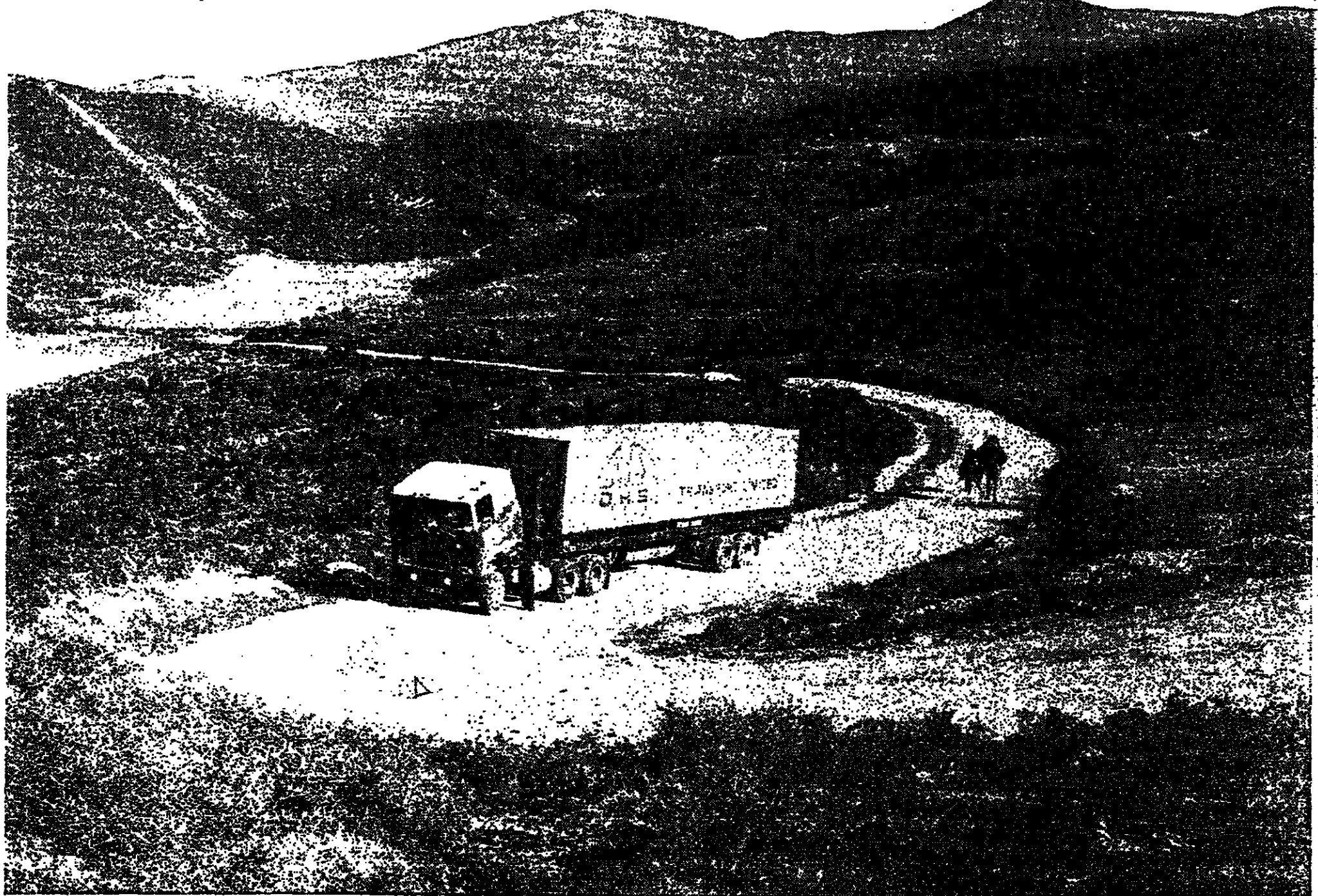
I can tell you, we looked into a lot of alternative vans before we chose the Sherpa. The O.H.S. Sherpa has been on rescue

missions to countries in Eastern Europe, carrying truck spares, tyres, clutches, the lot.

During the 10 months they have owned it, the Sherpa has covered 30,000 miles at an average of 23.49 mpg; a figure which both astounded and pleased O.H.S.

"For service over and above the call of duty, I'd award the Sherpa a medal any day," concluded Andrew MacLean.

It still carries Britain's best warranty. After all that, it's not surprising that no other van carries a warranty to rival the Sherpa's.



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Social Focus

After more than 20 years of political wrangling about the best way to improve the pensioner's lot, the Government's new pension scheme will be implemented at last on April 6th. Pat Healy, social services correspondent, explains the new deal.

How it will work and what you will get

So far, despite an enormous amount of effort by ministers and civil servants to publicise the new pension scheme, straw polls show that few people have begun to grasp what it is all about.

The first point that needs to be understood is that this pension scheme will last. It has all party support and the approval of the private pensions industry. That means that the prolonged uncertainty of the last decade, during which three major new pension schemes have been proposed, is over. No government will want to change the structure of the new scheme unless it is clear that it has failed in its objectives.

The objectives are to provide pensions large enough to stop more than half our pensioners living below, or close to, supplementary benefit level, and to improve provision for widows and invalids.

These aims cannot be achieved by the private pensions industry alone because their schemes do not cover all working people and many private pension payments are extremely low. In 1976, the last year for which figures are available, 198,000 people with occupational pensions and 4,000 with private pensions also received supplementary pensions to bring their incomes up to subsistence level.

Private pensions have nevertheless helped to reduce the numbers of pensioners claiming supplementary benefit. In 1976, 1,687,000 of the 8,417,000 pensioners received supplementary benefit but another 600,000 were eligible and did not claim. Several thousand more found themselves better off by giving up their claim to supplementary benefit in return for rent and rate rebates.

What the new scheme offers is a partnership between the state and the private pensions industry to ensure that both provide sufficiently good pensions to lift most pensioners off supplementary benefits altogether. It will help future pensioners to rely on the whims of the government of the day to do more than their legal duty of raising pensions

in line with earnings or prices, whichever is higher.

The basis of the new scheme is that it will provide all employees with pensions in two parts. The first part will be the flat-rate basic state pension, worth £17.50 now. The second part will be an earnings-related additional pension paid either by the state or by an occupational pension scheme. Both parts will be inflation proofed, but in different ways. The basic pension will continue to rise in line with either wages or prices, whichever rises faster. The additional pension will be linked only to prices. That will mean that wages will rise faster than prices, the basic pension will also rise faster than the earnings related additional pension.

Except for women, the new pension scheme makes few changes to people's rights to the basic pension. Broadly, people who pay contributions for nine-tenths of their working lives will be entitled to the full basic pension when they retire.

Rights to the additional pension from the state will build up throughout the individual's working life, with a maximum period of 20 years. But the first additional pensions will be drawn by people retiring after April 1979.

The additional pension will be based on earnings between the base level, which will always be the level of the existing flat-rate pension, and a ceiling of roughly seven times that amount. The current limits are £17.50 at the base level and £120 at the ceiling. No pension will be paid on earnings above the £120 ceiling, but pension entitlement can be increased by deferring retirement and the increments for that are being increased under the new scheme.

The additional pension will be worth one-eighth (12.5 per cent) of earnings between the base level and ceiling for each full tax year in which contributions have been paid from April 6. To get a full additional pension, 20 years of contributions must have been paid, but for each year of contributions some earnings-related pension will be paid.

Once 20 years of contributions have been paid, the contributor will be

entitled to one quarter (20 eightieths) of his earnings between the base level and the ceiling in additional pension. If he or she has paid for more than 20 years on retirement, the 20 best years of earnings will be used to calculate the additional pension.

That provision is intended to help people whose earnings fall off towards retirement, or whose employment is interrupted. The two groups it is likely to help most are manual workers, whose best earning years are normally between the ages of about 30 and 50, and women who stop work to raise children or to care for elderly or sick relatives.

The calculations for working out the additional pension are complicated. The actual earnings in the last full year of contributions—that is, the tax year before retirement age—will be counted in cash terms. Earnings in all previous years back to April 1978 will be "revalued" in line with the movement of earnings. In both cases, only earnings between the base level and the ceiling will count and both will rise each year as the basic pension increases.

If by 1982-83 the basic pension has risen to £27.50 and the ceiling to £1,000 a week, the calculation will be based on the annual equivalent of those figures. The base level will be £1,430 and the ceiling £10,000.

An employee retiring in 1984 on £10,000 a year will have £8,570 of his pension after the new base level of £1,430 has been deducted. For all previous years, his earnings will be revalued and the base level again deducted. If his earnings were £3,900 in 1978-79 and earnings rose by 46.4 per cent in the next five years, his earnings would be revalued at £5,710 for that year. After deducting the base level of £1,430, he will be left with revalued earnings of £4,280 to count towards his additional pension.

Similar calculations will be made for the intervening years so that the total sum on which the additional pension is based will be much higher than the cash total of actual earnings.

In addition, the new pension scheme offers some compensation for the fact that the last part-year of contributions will not count towards the additional pension. Newly awarded additional pensions will be increased by the proportion needed to protect them against price inflation in that year.

Thus, a man retiring in January 1984 after existing additional pensions were increased by 5 per cent the previous November will have his own additional pension increased by the same amount in January. Thereafter, his additional pension will be increased annually in line with the movement in prices.

The total eventual pension after the scheme matures in 1998 will be worth more than half his final wages for a married man on average earnings. People on lower wages will get proportionately more out of the scheme: a married man earning £40 a week will retire on a combined pension of £33.65 in today's terms, or 84 per cent of his final salary, once the scheme has been in force for 20 years.

To be able to contract out of the state scheme, occupational pensions schemes must offer benefits at least as good as the additional pension. But the employer will have to pay the earnings-related pension in cash terms only; the state will provide the inflation-proofing for occupational pensions.

As well as providing an initial pension to the employee that is at least as good as he would have earned through the state scheme, occupational pensions must also provide a pension for widows of at least half that amount. That will bring private pensions into line with the state scheme, which will offer widows earnings-related pensions for the first time.

At the start of the new scheme between eight and nine million employees are expected to be in contracted-out occupational schemes, with about 14 million paying into the state scheme. The self-employed are not covered; they will still pay into the basic state pension scheme but not into the earnings-related part.

Here are examples of pensions payable under the new pensions scheme. They are expressed at 1978 values and show the amounts for a single person and married couple with the husband only contributing. If the wife also contributes, her pension will be at the single person's rate.

After 5 years				
Weekly pay	Personal pension	Wife's pension	Total married couple's pension	
£35	£18.60	£10.50	£29.10	
£50	£19.65	£10.50	£30.05	
£80	£21.40	£10.50	£31.90	
£105	£22.95	£10.50	£33.45	
£120 or more	£23.90	£10.50	£34.40	

After 10 years				
Weekly pay	Personal pension	Wife's pension	Total married couple's pension	
£35	£19.70	£10.50	£30.20	
£50	£21.55	£10.50	£32.05	
£80	£23.30	£10.50	£33.80	
£105	£24.85	£10.50	£35.35	
£120 or more	£26.30	£10.50	£36.80	

Contributions					
Not contracted-out.			Contracted-out.		
Your gross weekly wage	What you pay (6½%)	What your employer pays (10%)	Your gross weekly wage	What you pay (6½% to basic level, 4% above)	What your employer pays (10% to basic level, 4½% above)
Under £17.50 (lower limit for 1978/79)	None	None	Under £17.50 (lower limit for 1978/79)	None	None
£17.50	£1.14	£1.75	£17.50		
£20	£2.27	£3.60	£20	£1.14	£1.75
£25	£2.85	£5.00	£25	£2.27	£3.60
£30	£3.42	£6.50	£30	£2.85	£5.00
£35	£3.99	£8.00	£35	£3.42	£6.50
£40	£4.56	£9.50	£40	£3.99	£8.00
£45	£5.13	£11.00	£45	£4.56	£9.50
£50	£5.70	£12.50	£50	£5.13	£11.00
£55	£6.27	£14.00	£55	£5.70	£12.50
£60	£6.84	£15.50	£60	£6.27	£14.00
£65	£7.41	£17.00	£65	£6.84	£15.50
£70	£7.98	£18.50	£70	£7.41	£17.00
£75	£8.55	£20.00	£75	£7.98	£18.50
£80	£9.12	£21.50	£80	£8.55	£20.00
£85	£9.69	£23.00	£85	£9.12	£21.50
£90	£10.26	£24.50	£90	£9.69	£23.00
£95	£10.83	£26.00	£95	£10.26	£24.50
£100	£11.40	£27.50	£100	£10.83	£26.00
£105	£11.97	£29.00	£105	£11.40	£27.50
£110	£12.54	£30.50	£110	£11.97	£29.00
£115	£13.11	£32.00	£115	£12.54	£30.50
£120	£13.68	£33.50	£120	£13.11	£32.00
£125	£14.25	£35.00	£125	£13.68	£33.50
£130	£14.82	£36.50	£130	£14.25	£35.00
£135	£15.39	£38.00	£135	£14.82	£36.50
£140	£15.96	£39.50	£140	£15.39	£38.00
£145	£16.53	£41.00	£145	£15.96	£39.50
£150	£17.10	£42.50	£150	£16.53	£41.00
£155	£17.67	£44.00	£155	£17.10	£42.50
£160	£18.24	£45.50	£160	£17.67	£44.00
£165	£18.81	£47.00	£165	£18.24	£45.50
£170	£19.38	£48.50	£170	£18.81	£47.00
£175	£19.95	£50.00	£175	£19.38	£48.50
£180	£20.52	£51.50	£180	£19.95	£50.00
£185	£21.09	£53.00	£185	£20.52	£51.50
£190	£21.66	£54.50	£190	£21.09	£53.00
£195	£22.23	£56.00	£195	£21.66	£54.50
£200	£22.80	£57.50	£200	£22.23	£56.00
£205	£23.37	£59.00	£205	£22.80	£57.50
£210	£23.94	£60.50	£210	£23.37	£59.00
£215	£24.51	£62.00	£215	£23.94	£60.50
£220	£25.08	£63.50	£220	£24.51	£62.00
£225	£25.65	£65.00	£225	£25.08	£63.50
£230	£26.22	£66.50	£230	£25.65	£65.00
£235	£26.79	£68.00	£235	£26.22	£66.50
£240	£27.36	£69.50	£240	£26.79	£68.00
£245	£27.93	£71.00	£245	£27.36	£69.50
£250	£28.50	£72.50	£250	£27.93	£71.00
£255	£29.07	£74.00	£255	£28.50	£72.50
£260	£29.64	£75.50	£260	£29.07	£74.00
£265	£30.21	£77.00	£265	£29.64	£75.50
£270	£30.78	£78.50	£270	£30.21	£77.00
£275	£31.35	£80.00	£275	£30.78	£78.50
£280	£31.92	£81.50	£280	£31.35	£80.00
£285	£32.49	£83.00	£285	£31.92	£81.50
£290	£33.06	£84.50	£290	£32.49	£83.00
£295	£33.63	£86.00	£295	£33.06	£84.50
£300	£34.20	£87.50	£300	£33.63	£86.00
£305	£34.77	£89.00	£305	£34.20	£87.50
£310	£35.34	£90.50	£310	£34.77	£89.00
£315	£35.91	£92.00	£315	£35.34	£90.50
£320	£36.48	£93.50	£320	£35.91	£92.00
£325	£37.05	£95.00	£325	£36.48	£93.50
£330	£37.62	£96.50	£330	£37.05	£95.00
£335	£38.19	£98.00	£335	£37.62	£96.50
£340	£38.76	£99.50	£340	£38.19	£98.00
£345	£39.33	£101.00	£345	£38.76	£99.50
£350	£39.90	£102.50	£350	£39.33	£101.00
£355	£40.47	£104.00	£355	£39.90	£102.50
£360	£41.04	£105.50	£360	£40.47	£104.00
£365	£41.61	£107.00	£365	£41.04	£105.50
£370	£42.18	£108.50	£370	£41.61	£107.00
£375	£42.75	£110.00	£375	£42.18	£108.50
£380	£43.32	£111.50	£380	£42.75	£110.00
£385	£43.89	£113.00	£385	£43.32	£111.50
£390	£44.46	£114.50	£390	£43.89	£113.00
£395	£45.03	£116.00	£395	£44.46	£114.50
£400	£45.60	£117.50	£400	£45.03	£116.00
£405	£46.17	£119.00	£405	£45.60	£117.50
£410	£46.74	£120.50	£410	£46.17	£119.00
£415	£47.31	£122.00	£415	£46.74	£120.50
£420	£47.88	£123.50	£420	£47.31	£122.00
£425	£48.45	£125.00	£425	£47.88	£123.50
£430	£49.02	£126.50	£430	£48.45	£125.00
£435	£49.59	£128.00	£435	£49.02	£126.50
£440	£50.16	£129.50	£440	£49.59	£128.00
£445	£50.73	£131.00	£445	£50.16	£129.50
£450	£51.30	£132.50	£450	£50.73	£131.00
£455	£51.87	£134.00	£455	£51.30	£132.50
£460	£52.44	£135.50	£460	£51.87	£134.00
£465	£53.01	£137.00	£465	£52.44	£135.50
£470	£53.58	£138.50	£470	£53.01	£137.00
£475	£54.15	£140.00	£475	£53.58	£138.50
£480	£54.72	£141.50	£480	£54.15	£140.00
£485	£55.29	£143.00	£485	£54.72	£141.50
£490	£55.86	£144.50	£490	£55.29	£143.00
£495	£56.43	£146.00	£495	£55.86	£144.50
£500	£57.00	£147.50	£500	£56.43	£146.00
£505	£57.57	£149.00	£505	£57.00	£147.50
£510	£58.14	£150.50	£510	£57.57	£149.00
£515	£58.71	£152.00	£515	£58.14	£150.50
£520	£59.28	£153.50	£520	£58.71	£152.00
£525	£59.85	£155.00	£525	£59.28	£153.50
£530	£60.42	£156.50	£530	£59.85	£155.00
£535	£60.99	£158.00	£535	£60.42	£156.50
£540	£61.56	£159.50	£540	£60.99	£158.00
£545	£62.13	£161.00	£545	£61.56	£159.50
£550	£62.70	£162.50	£550	£62.13	£161.00
£555	£63.27	£164.00	£555	£62.70	£162.50
£560	£63.84	£165.50	£560	£63.27	£164.00
£565	£64.41	£167.00	£565	£63.84	£165.50
£570	£64.98	£168.50	£570	£64.41	£167.00
£575	£65.55	£170.00	£575	£64.98	£168.50
£580	£66.12	£171.50	£580	£65.55	£170.00
£585	£66.69	£173.00	£585	£66.12	£171.50
£590	£67.26	£174.50	£590	£66.69	£173.00
£595	£67.83	£176.00	£595	£67.26	£174.50
£600	£68.40	£177.50	£600	£67.83	£176.00
£605	£68.97	£179.00	£605	£68.40	£177.50
£610	£69.54	£180.50	£610	£68.97	£179.00
£615	£70.11	£182.00	£615	£69.54	£180.50
£620	£70.68	£183.50	£620	£70.11	£182.00
£625	£71.25	£185.00	£625	£70.68	£183.50
£630	£71.82	£186.50	£630	£71.25	£185.00
£635	£72.39	£188.00	£635	£71.82	£186.50
£640	£72.96	£189.50	£640	£72.39	£188.00
£645	£73.53	£191.00	£645	£72.96	£189.50
£650	£74.10	£192.50	£650	£73.53	£191.00
£655	£74.67	£194.00	£655	£74.10	£192.50
£660	£75.24	£195.50	£660	£74.67	£194.00
£665	£75.81	£197.00	£665	£75.24	£195.50
£670	£76.38	£198.50	£670	£75.81	£197.00
£675	£76.95	£200.00	£675	£76.38	£198.50
£680	£77.52	£201.50	£680	£76.95	£200.00
£685	£78.09	£203.00	£685	£77.52	£201.50
£690	£78.66	£204.50	£690	£78.09	£203.00
£695	£79.23	£206.00	£695	£78.66	£204.50
£700	£79.80	£207.50	£700	£79.23	£206.00
£705	£80.37	£209.00	£705	£79.80	£207.50
£710	£80.94	£210.50	£710	£80.37	£209.00
£715	£81.51	£212.00	£715	£80.94	£210.50
£720	£82.08	£213.50	£720	£81.51	£212.00
£725	£82.65	£215.00	£725	£82.08	£213.50
£730	£83.22	£216.50	£730	£82.65	£215.00
£735	£83.79	£218.00	£735	£83.22	£216.50
£740	£84.36	£219.50	£740	£83.79	£218.00
£745	£84.93	£221.00	£745	£84.36	£219.50
£750	£85.50	£222.50	£750	£84.93	£221.00
£755	£86.07	£224.00	£755	£85.50	£222.50
£760	£86.64	£225.50	£760	£86.07	£224.00
£765	£87.21	£227.00	£765	£86.64	£225.50
£770	£87.78	£228.50	£770	£87.21	£227.00
£775	£88.35	£230.00	£775	£87.78	£228.50
£780	£88.92	£231.50	£780	£88.35	£230.00
£785	£89.49	£233.00	£785	£88.92	£231.50
£790	£90.06	£234.50	£790	£89.49	£233.00
£795	£90.63	£236.00	£795	£90.06	£234.50
£800	£91.20	£237.50	£800	£90.63	£236.00
£805	£91.77	£239.00	£805	£91.20	£237.50
£810	£92.34	£240.50	£810	£91.77	£239.00
£815	£92.91	£242.00	£815	£92.34	£240.50
£820	£93.48	£243.50	£820	£92.91	£242.00
£825	£94.05	£245.00	£825	£93.48	£243.50
£830	£94.62	£246.50	£830	£94.05	£245.00
£835	£95.19	£248.00	£835	£94.62	£246.50
£840	£95.76	£249.50	£840	£95.19	£248.00
£845	£96.33	£251.00	£845	£95.76	£249.50
£850	£96.90	£252.50	£850	£96.33	£251.00
£855	£97.47	£254.00	£855	£96.90	£252.50
£860	£98.04	£255.50	£860	£97.47	£254.00
£865	£98.61	£257.00	£865	£98.04	£255.50
£870	£99.18	£258.50	£870	£98.61	£257.00
£875	£99.75	£260.00	£875	£99.18	£258.50
£880	£100.32	£261.50	£880	£99.75	£260.00
£885	£100.89	£263.00	£885	£100.32	£261.50
£890	£101.46	£264.50	£890	£100.89	£263.00
£895	£102.03	£266.00	£895	£101.46	£264.50
£900	£102.60	£267.50	£900	£102.03	£266.00
£905	£103.17	£269.00	£905	£102.60	£267.50
£910	£103.74	£270.50	£910	£103.17	£269.00
£915	£104.31	£272.00	£915	£103.74	£270.50
£920	£104.88	£273.50	£920	£104.31	£272.00

هذا ما نحتاجه



The Forest of Tronçais.

"If an oak cask is to mature Martell properly, the oak itself must be mature.

These trees were planted in my great-great-great grandfather's day.

For most people in our business that's amply old enough.

I, however, shall leave them for my son.

After all, when you've been making cognac as long as we have, what's one more generation?"

PATRICK MARTELL

MARTELL

THE FAMILY OF COGNAC SINCE 1715.



Bernard Levin

First pay your money, then know your books

Here's a rum business. A full-page advertisement by The Franklin Library in *The Observer* advertises "The Greatest Books of the 20th Century": the sub-title goes even further, saying that the offer constitutes "A complete library of this century's greatest masterpieces". The text beneath goes into more detail, from which an unkind reader would deduce that the books are not for reading so much as for having on one's shelves to impress one's friends with ("...leathers of many different grains and colours...richly ornamented with 22 carat gold edges will be gilded...endpapers will be of lustrous moiré fabric...to hold one of these outstanding volumes of great 20th century literature is to experience feelings of substance and value, as well as great pleasure...").

The price of the whole collection is £1,250, and there is no nonsense about looking into the poke for a glimpse of the pig: the application form contained in the advertisement commits the buyer in advance to the whole collection at the rate of one book a month, with nothing about cancelling in the middle of the run. Let alone about money-back-if-not-satisfied.

Rum. But there is rumour to come. For nowhere in the advertisement, though its area is over 330 square inches, is there a list of even one-third of the 50 pigs that will be found when the £1,250 poke is opened.

Fourteen of them are mentioned by name or author: five novels, three "collections of stories", three volumes of drama (one of them being the works of Chekhov, who is not commonly thought of as an author of the twentieth century, if only because more than 90 per cent of his life was passed in the previous one) and three of poetry. In addition, inspection with a magnifying-glass of the photographs in the advertisement reveals the title and author of one further novel, together with a book (the title is invisible) by William Faulkner. For the rest, the text mentions "Biographies and autobiographies that recount the fascinating lives of great international figures" together with "brilliant accounts of the history, philosophy and science of our time", but in these categories we get no titles and no authors. You pay your money and you get their choice.

Now normally, with this kind of offer, my course of action is clear. I go to the nearest harpophone shop, buy three of their largest models, tie these together end to end, and carefully refrain from touching the enterprise with the result. In this case, however, my interest in seeing a list of "the greatest books of the 20th century" overcame my repugnance, and I rang the firm behind it, asking for a list of the complete collection. I was told that no list was available, but that when one was a copy would be sent to me if I would leave my

name and address. On asking when the list was expected to be forthcoming, I was told "not this week but probably next week"; this conversation, I may say, took place early in the week beginning March 5, and the advertisement's offer was to close on March 31.

It seemed that the poke was even darker, and its drawing even more firmly tied, than I had supposed. After all, being asked to pay £1,250 for a collection of books without knowing what they are is rum enough: to be asked to do so by a firm which launches the offer without even having a list ready to distribute to such prospective customers as have not already been put off by the absence of the list in the advertisement itself seems to me rather rummer. But rummer of all was what happened next. The list was sent to me, as it happened, within the week. But it consisted of a typewritten sheet, not a printed brochure, on unheaded paper, and bearing (in ball-point) the extraordinary and ominous superscription: "Please note these titles and authors are subject to alteration".

That, you must agree, is the rummest bit of all. True, I don't know about you, but I must say that for my own part I rarely commit myself to £1,250 worth of book-buying when not only is the identity of the books to be bought not immediately or even readily ascertainable, but when I am told that the list is in any case

"subject to alteration". And indeed, at least one alteration seems to have taken place already, because in the advertisement which started me off Hemingway is listed (along with Joyce and Borges) as one of those who will be represented by "collections of stories", whereas in the list I have received his only book is *The Sun Also Rises*, which is a novel. Interestingly enough, though each of the other 49 books on the list bears a one-word description—Novel, Stories, Poetry, Drama, History, etc.—the Hemingway volume has a blank space against its title which suggests that those responsible for compiling the list are not sure what it is, and are thus apparently in breach of Rule No. One for publishers of books: "Find out what the book is before you publish it".

Not is that the only odd thing revealed by examination of the list. Two novels, one called *Game with Wind* (sic), and the other *All Quiet on the Western Front*, have no authors' names attached to them (Rule Two: "Also find out who wrote it?"); further, Chekhov's volume is listed as "Three plays", which means that, since only two of his plays appeared in the twentieth century, the third in the volume must be outside the collection's definition. (And Frazer's *The Golden Bough* began publication in 1890.)

There is one other point to be made about this publishing project, and possibly it is not the least important. The same firm put out, a few years

ago, a similar series, under the title: "The collected stories of the world's greatest writers": that series was of 100 volumes. The advertisement for it was the subject of a complaint by a member of the public to the Advertising Standards Authority: eight criticisms were made of the advertisement, of which three were adjudged "Not upheld" and one was considered by the ASA to concern a matter outside their province. The other four charges were declared "Upheld". I am glad to see that none of the items in the earlier advertisement thus declared objectionable has been repeated in the present one, though I cannot help feeling that there are grounds for a similar complaint this time in the fact that nowhere in the advertisement is there any mention of the fact that the list of books and authors in the offer is "subject to alteration".

Now you will scarcely believe it, even of me, but what I really wanted to say about this venture had nothing to do with the business side of it at all, and I was only led into my little investigation by the curious business of the company's connexions about the titles they were publishing. What really worried me concerned the books in the Franklin Library offer rather than its commercial ambience, and to this aspect I propose to turn tomorrow.

(To be concluded)
© Times Newspapers Ltd, 1978.

The bizarre game of refugees in Hongkong

Every morning bright and early a plain police van trundles round the fortress-like military outposts which serrate the Hongkong-Chinese border, picking up the night's haul of illegal immigrants from the People's Republic, like a lobster boat opening its pots. Sometimes there are up to 20 of them, caught by British Army patrols who count and remember their tally as a yardstick for measuring success.

Most of those who chance their luck are fit young men who creep stealthily at night over the slopes of Chiho Mountain, towering on the horizon, drawn by the bright lights of Kowloon like moths by a flame. Ever since repatriation started in 1974, those who are caught are handed back across the road bridge at Man Kam To to the Chinese authorities, later to be sentenced to a period of "corrective training" which the Hongkong authorities insist, defensively, is not nearly as sinister as it sounds. (It does not deter some from trying half a dozen times.)

Those who manage to evade the patrols on either side of the frontier and make it to Kowloon are allowed to stay. It is all like a bizarre table game. "Move forward six squares. Do not go to jail" which perhaps appeals to Chinese gambling instincts.

It is a sad little game which gives nobody very much pleasure. And Major General Roy Redgrave who arrives to command British Forces in the colony next month will find things quite different from his last posting in Berlin. But with an expanding population of 4½ million, who already have water rationing for much of the time, the Hongkong government has little option.

The problem has grown rather than diminished as a function of the more liberal regime in Peking. As many as 26,700 legal immigrants entered from China last year, with permits issued by the Peking authorities. Moreover, legal immigrants, as opposed to illegal ones, tend to be elderly people, ill-equipped to contribute much to the economy on either side of the tenuous frontier. Hongkong, existing as it does by courtesy of Chairman Hua, has little choice but to accept them, even if it is higher than it would like, and the Government looks uneasily at the growing workload on its social services and amenities.

For British troops the job of netting illegal entrants is a mixed blessing. On the one hand it provides them with operations exercises on the frontier, if only in a policing role. Their main value to Hongkong lies in their very presence, which symbolises continuing British support for the colony. Their secondary role is to act in support of the police in maintaining internal security.

On the other hand with only four battalions left in Hongkong (three Gurkhas and one British) border duty comes round one month out of every four. When added to training exercises at jungle warfare schools in Brunei, Fiji and Australasia, and occasional United Nations honour guard duties in Korea, they make for a great deal of family separation.

The British battalion stationed at Stanley Fort on the far side of Hongkong island calculates that soldiers in the colony are now parted from their families for six months out of every year. The constant round of duties stops men from growing bored, and as a British battalion can now expect a Hongkong posting only once every 99 years, it



seems inappropriate to say. But it is far from being a leisurely pace that was depicted on a recruiting poster. Certainly for young wives in the humid heat of Hongkong summer, it is often a succession of stifling tower blocks, the latest high-rise housing no husband in Hongkong. All this makes for tensions. But then tensions lie far beneath the surface colony where 4½ million seem dedicated to making much money as they can, short of a time as possible. Hongkong presently is its flood of immigrants, its Valley where the Chinese straggle who find the teeming streets of Kowloon an acceptable capital, and to the few who live there but also government in Peking, it is a third of its foreign and through this patch of likes to regard as occupied China.

A Governor hard to replace

How long it will continue to seem acceptable to people who have long Hongkong continues to be a question. People's Republic and upon the pragmatism of man Hua and his successors. An important event in the present year occurs last year when Murray MacLehose, a civil servant, retires as governor. For all a controversy surrounding a decision last autumn to partial amnesty to policemen, he has been distinguished governor and hard to replace.

But there is another possibility. It is one will bother foreign increasingly as the years pass. Hongkong will need reassurance about the future from Peking, by 1985 latest if long-term investments are to continue at its rate. This reassurance is less than a treaty, but it will be a formal agreement, and as China is still want to take the initiative first diplomatic feelers will be extended from Peking and Hongkong. Sir MacLehose will have the job of probing the way the next few years.

It is also essential that Hongkong continues to prosper only for its own benefit, the wellbeing of China; if China does change its those that live in Hongkong seek to apply their acumen elsewhere. Britain would have to be the immigrants then?

Henry Stan
Defence Correspondent
(to be concluded)

Six of the best: why are we so fond of beating one another?

When Robert Southey died of a fever on March 21, 1843, obituaries dwelt on his virtues as poet and biographer, but did not mention one of his more interesting achievements: he was one of the first schoolboy martyrs to the cause of humane punishment.

In 1792 Southey was expelled from Westminster for writing a vehement protest against the excessive use of corporal punishment by the headmaster, Dr Vincent.

Southey was one of those boys headmasters publicly praise but privately regret. He had a mind of his own and the courage to say what he thought. Appalled by the headmaster's predilection for flogging and inspired by a revolutionary fervour caught from events in France, Southey started a new school magazine which he called *The Flagellant*.

The fifth issue carried his attack though the article was unsigned. Corporal punishment was "so beastly, so idolatrous a custom" that "whoever floggeth, that is, perforce the will of Satan, committeth an abomination; to him therefore and to all consumers of

birch as to priests of Lucifer—Anathema, Anathema."

Dr Vincent was furious. He bullied the publisher into revealing the name of the author and then promptly expelled Southey. Southey was at first incredulous, then embittered. He wrote to a friend: "I live in the charitable hope of one day dosing Vincent till I kill him." But the only effect on Southey's career was that Westminster influence closed the doors of Christ Church to him and he had to settle for Balliol.

In later years he made the familiar journey from youthful radicalism to High Toryism without returning to the controversy that had ended his school career.

The controversy has long outlived him and the anniversary of his death is a suitable occasion to unravel some of the contradictory elements in the debate.

Nearly 200 years after *The Flagellant*, corporal punishment is still used in British schools, though it may console the ghost of the Young Jacobin to know that at his old school the practice has fallen into disuse. Physical punishment in

schools is banned in the great majority of countries though not in those that have been penetrated by British traditions.

Why are the British so keen on beating one another? The question still arouses extravagant passions, so much so that it is difficult to disentangle evidence and emotion. This is particularly true when it comes to a discussion of the psychological implications of corporal punishment.

Does corporal punishment account for the so-called English vice among adults? Are those who use the cane sadists or is it—paradoxically—those who oppose its use?

The connexion between corporal punishment and sexual abnormality has been known for a long time. Three hundred years ago it was a subject for broad farce on the Restoration stage. In Thomas Shadwell's play, *The Virtuoso* first produced in 1676, one of the male characters, Snare, asks his mistress to flog him. "I wonder", says she, "that should please you so much that pleases so little." To which he replies: "I was so

used to it at Westminster School, I could never leave off it since."

Swinnburne, who was mercifully beaten at Eton two centuries later, could never leave off it either, though in his case the addiction was to fantasy. That thousands of other Englishmen have been affected in this way seems clear from the nature both of pornography and of the services offered by the oldest profession.

Does it matter? Not to the pimps and porn merchants, certainly, who have no wish to see normality restored. But what about society? It is surely a matter for concern that a practice in schools produces more vice among adults and that there should exist in otherwise respectable lives these sad, compulsive corners of abnormality.

Here the abolitionist case is sound. It is less so when it accuses those who administer corporal punishment of being sadistic. Indeed the vehemence with which the accusation is sometimes made raises doubts about the psychology of the accusers. After the First World War psychoanalysts interested themselves in the unconscious motivation of men who had refused military service and came up with the idea that pacifism could be a reaction against the individual's own sadistic tendencies; he could only live with himself by repeating violence.

James Strachey was a case in point. His work with Freud after the war led him to believe that his own conscientious objection had been the product of excessive personal sadism combined with a violent reaction against it. It seems more than likely that a similar process is at work in some of the more extreme opponents of corporal punishment; that it is not the suffering of the victim but rather the chord struck in their own hearts that provokes such powerful opposition.

Does corporal punishment maintain good discipline or flect bad? Its defenders speak of the cane as though it were a wand that could transform bad discipline into good. But good discipline is the result of many factors among which the nature of punishments would appear to be of little importance.

The great flogging headmasters of the past, such as Dr



Keate of Eton, were remembered as disciplinarians but they were nothing of the sort; Eton under Keate was in a state of near anarchy and he merely tried to flog his way out of trouble. Corporal punishment was not a way of maintaining good discipline but of limiting the damage done by bad. Similarly, flogging was thought a necessary punishment in the army when the quality of recruits made the risk of disobedience and desertion all too obvious; as the quality improved and other factors made good discipline a real possibility so the use of physical punishment disappeared. A headmaster who demands the right to retain corporal punishment is only saying that discipline is so bad that the least he can do is try to contain the problem.

In this limited sense he may well be successful, just as the eighteenth century commanders achieved a rough and ready cohesion by the liberal use of flogging; but what he will not achieve by this method is the creation of good discipline.

On their part, the abolitionists are not always honest when they sing the praises of alternatives to corporal punishment. Southern regarded the use of the birch as tyrannical and unjust but some of the alternatives may represent a more subtle form of tyranny and injustice.

The process of excluding pupils, by suspension or rustication, even the substitution of counselling for punishment may not be as humane as they appear at first sight. In communist China, the rebellious

pupil is reeducated by his peers, just as the worker with capitalist fantasies is reeducated by the street committee. No physical punishment here.

Is it possible that what we regard as counselling or pastoral care is the moral equivalent of political reeducation and that corporal punishment, for all its apparent humiliation of the individual, respects the dignity of personality more than these?

To these twists that make the task of reaching a conclusion difficult enough, there is often added an element of farce, such as when Mr. John Stevas suggests that the parental choice requires some schools to specialise in corporal punishment just as they might specialise in science or music, or when I.L.F.A. announce that a survey of caning in Inner London will be carried out by a Dr Birch-enough.

Contradiction and farce do not however make a reasoned decision impossible. The case for abolition may not be as overwhelming and unambiguously as some enthusiasts believe but the case for retention is at best an admission of failure.

John Rae

The author is Head Master of Westminster School.

"The bald fact is, we had 125,000 replies from one ad in Radio Times; 50,000 more than we expected."

Peter Brown, Marketing Director, Louis Marx and Company Limited.

"The product in question was Playpeople.

"Which, in case you're not a parent, is (or are) small, articulated figures, with interchangeable parts.

"Truth is, they're immensely successful all over the world. In 1977 they were voted Toy of the Year.

"Let advertising them isn't simple. "The reason is, on their own, they're just another toy. "It's the child who makes them come alive; he improvises, he imagines, he invents. "And though we've a huge range, from cowboys to firemen, from nurses to patients, their real world is entirely in the child's mind. "Of course, that's their magic. But how can a child know they're magic if he hasn't got one? "Our advertising agency, Norman, Craig and Kummel Limited (having diligently researched the problem) came up with the answer: "Give them away, they said. "Let parents see how keen their children are and they'll do the rest. "A free sample, of course, meant a press campaign. So, on their advice, we took a single (carefully contrived) black and white whole page

ad in Radio Times.

"The king of the Playpeople spoke out to parents: "He offered a free Playperson for the price of postage and packing.

"And bingo, a population explosion.

"We had hoped for 75,000 replies. We got 125,000.

"That meant 7% of our target audience took the trouble to reply.

(We were aiming by the way, at those readers of Radio Times who are mothers of children up to fifteen.)

"In any terms it was a huge response.

"It says a lot for our product.

"And it's a lot for our agency.

"And it's not exactly mute about the power of Radio Times."



This advertisement is one of an occasional series of case histories from Radio Times. For further information contact Head of Advertisement Department, BBC Publications, 35 Marylebone High Street, London W1M 4AA. Telephone: 01-580 5577.

Right side for news but wrong side for safety

The Guardian reported yesterday that their man in Lebanon, David Hirst, began his coverage of the Israeli incursion on one side of the line and then, apparently, ended up on the other. It claimed that this was a first in the long history of Arab-Israeli warfare.

I am glad that Hirst survived, but he was the first correspondent, inadvertently or otherwise, to have had such an adventure. The side of war similarly changed sides for Nicholas Herbert, who covered the Arabs during the Six Day War for The Times.

Herbert was in East Jerusalem when the Israelis captured the Old City and its suburbs, and it was an uncomfortable moment. Old soldiers and war correspondents all know that such rapid advances, especially in urban areas, present the greatest danger because the first wave of troops tend to shoot first and ask questions later.

Louis Heren, our deputy editor, also changed sides when he covered the first Arab-Israeli war, but there was nothing inadvertent about his crossing. The Israelis rarely allow foreign war correspondents to accompany fighting troops into battle, and when he heard that they were planning to advance down to the Gulf of Akaba, he decided to go over to the Arab side through Jerusalem's Mandelbaum Gate.

"Sell oil shares; buy

detergents..."



He arrived just in time to see the landing of British troops who had come from the old Canal Zone to secure the port for Jordan. He was arrested when, in an abstracted moment, he produced an Israeli press pass instead of his Jordanian pass.

Harrogate District Council planning committee received an application for permission to change a livestock rearing smallholding into a kennels for the York and Wensley North Hunt. The applicant was a Mr J. W. Reynolds.

Mixed feelings over ponies

British polo folk tell me they are delighted with the prices fetched at the weekend auction of 34 Western Australian ponies at Wilton House, Salisbury about which I wrote a curtain-raiser recently.

They went for quite a lot less than the figure the famed Argentine ponies usually fetch up to £10,000—which put them within the reach of buyers with big ideas and small purses. The sale realized a grand total of 55,650 guineas.

Naturally, the consortium of Western Australian cattle station owners who brought the ponies over were a trifle disappointed at the prices they raised. Nevertheless, with a nobility of spirit that reflects the sport of polo itself, they intend to hold another auction at Wilton House in about eight weeks' time.

Israelis fight it out elsewhere

Far from the Lebanon battlefield, in London actually, two other Israelis were mixed up in some pretty fierce action of another kind yesterday. I sat in the control room at an RCA recording session watching Lydia Mordkovich and Alan Sterfield fighting against what seemed insuperable odds in the notoriously difficult perpetuum mobile movement of the Ravel sonata for violin and piano. Now I understand why only a handful of violinists including David Oistrakh, dared tackle this work on disc. I was not at

Top people take up battle station

The threat of a top peoples' insurrection over plans to close smaller London police stations is beginning to divert the attention of Sir David McNee, Commissioner of the Metropolitan Police, away from the fight against crime.

Only two months after meeting an angry deputation of distinguished residents from Pimlico, who were worried by rumours of a closure at Gerald Road police station, Sir David yesterday found himself again on the receiving end of a group of law and order protesters.

The deputation, led by Mrs Wacyn Lewis, daughter of Sir Ian and the Hon Lady Bover, protested against the possible closure of their police station at St John's Wood.

Kenneth Baker, MP, Brian Johnston, the cricket commentator, and Lee Remick, the film star, handed in a petition, which

was also signed by Lord Well, Dowager Lady I. Chrisemas, Humphreys, Dame Anna Neagle, an Inmanuel Jakobovits, the Rabbi.

Mrs Lewis, who says do protesters are from all St John's Wood, adds: all regard the possible closure of the police station as a threat to the safety of the area.

Scotland Yard, while examining possible closure under a rationalization scheme, has not yet decided which stations, if any, should go.

Never say Dai

Welsh jokes are a bit when George Thomas, 5p of the House of Commons, them. Recently he was sitting to the English and in his company that in "we have to get along about half a dozen name we name people by characteristics or employe."

He recalled a miners' David Jones, who took part in the 1910 strike and the name "everyone refer to him as 'Dai Bomb' said. "I asked my son 'Why do they call David Dai Bomb?' Well, he 'surely you have heard speak. His full name is Bombastic!" There is, of course, the one case of the "I never said Dai Bomb. Through Wales he was known as Bananas."

THE TIMES

BUSINESS NEWS

Mr. Healey fails to move on need for further stimulation of economy

Mr Healey fails to move on need for further stimulation of economy

By Michael Hornsby
March 20

Mr. Denis Healey, has failed to move the Government from its position that no new stimulus package can be considered before May at the latest.

Mr. Healey said that the "economic recovery" in the form of a new stimulus package would have to be based on a new joint statement by the Government and the EEC.

Mr. Healey said that the Government's policy was to wait until the EEC had agreed to a new joint statement before considering a new stimulus package.

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Ever Ready price rise down to 2pc

By Patricia Tisdall

Ever Ready battery company is to be forced to curb its proposed price increases to the 2 per cent recommended by the Price Commission.

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£300m reduction in cash for loss-making operations under new strategy

Leyland investment switch from cars



Mr. Clifford Webb

Mr. Clifford Webb, chairman of Leyland, disclosed yesterday that the new strategy plan now being considered by the Government contained a major switch in investment from the loss-making cars operation to the group's profitable truck and bus and special products subsidiaries.

He was commenting on preliminary results for last year which showed a loss of £51.5m, including £31.5m by Leyland Cars, which effectively cancelled a profit of £26.6m by Leyland Trucks and £8.4m by Leyland Special Products.

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EC official sees little prospect of Japanese concessions in trade row

By Michael Hornsby
March 20

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Hongkong bank seeks US stake

By Christopher Wilkins

Hongkong and Shanghai Banking Corporation, the largest banking group in Asia outside Japan, has approached Marine Midland Bank of New York with a view to acquiring a "significant equity position".

Marine Midland is the twelfth largest bank in the United States with gross assets last year of \$12,100m (about £6,300m), and any link-up would represent a big increase in the Hongkong Bank's American presence.

It has been represented in the United States since 1875, and has a subsidiary bank in California together with offices in New York, Chicago, Seattle and Houston. Hongkong Bank's total assets are in excess of \$16,000m.

Both banks refused yesterday to reveal any detail about the "exploratory discussions" which have so far taken place following the Hongkong Bank's initial approach, but it was stated that any link-up would take the form of a purchase of newly issued shares.

Marine Midland said any proposal would be subject to the approval of the board, the shareholders and the American regulatory authorities.

The Buffalo-based bank is just emerging from a period of reconstruction. Until two years ago state-wide branching in New York state was forbidden and the bank had therefore operated through 10 sister banks.

At the beginning of 1976, however, this prohibition was rescinded, and the 10 banks were merged into one under a holding company.

Ebbw Vale severance pay talks this month

By Peter Hill

Discussions on the level of severance payments for the accelerated closure at the British Steel Corporation's Ebbw Vale works are to start at the end of this month.

But union leaders have refused to take part in further talks on the planned closure at Shelton, near Stoke on Trent, until the BSC provides a detailed case.

The TUC Steel Industry Committee has consistently opposed the shutdown at Shelton and its decision yesterday to press the corporation to justify the closure was expected.

The plan to close down the works has also come under strong attack from Labour MP for Stoke on Trent Central, Mr. Bob Cant.

The union leaders have argued that Shelton is profitable and the installation of an electric arc furnace would make it even more profitable.

The TUC committee reaffirmed its opposition to the Shelton closure during talks with BSC executives yesterday. They were discussing plans for the rundown of outmoded plants relieved under a government review three years ago.

BSC is attempting to bring forward the closure dates on all these plants in order to reduce manpower levels and thereby the losses already foreshadowed at more than £500m.

Closure of the Shelton operation would involve the loss of 1,200 jobs and the plant will almost certainly feature in the parliamentary statement to be made in the Commons tomorrow on the future of the BSC by Mr. Eric Varley, Secretary of State for Industry.

But the corporation will undoubtedly derive some satisfaction from the decision by Ebbw Vale steelworkers to open discussions on "iron handshakes" payments.

At the end of last week Sir Charles Vickers, BSC chairman, said that the present closure date of March next year had been confirmed but the corporation was willing to talk on the basis of an earlier closure.

As union leaders met BSC executives yesterday, representatives of the joint trade union committee at Ebbw Vale informed Mr. Bill Sims, general secretary of the Iron and Steel Workers' Confederation, that the committee's chairman, that they wanted to discuss an earlier closure.

The TUC committee plans to visit Ebbw Vale on March 30 to negotiate terms for the 800 men and it seems likely that the BSC's industrial relations executives will also attend.

The workers have clearly been influenced to opt for premature redundancy by the high severance payments achieved for the men at the East Moors, Cardiff and Harlepool works. Some workers at East Moors will be entitled to up to £17,500.

Closure of the Shelton operation would involve the loss of 1,200 jobs and the plant will almost certainly feature in the parliamentary statement to be made in the Commons tomorrow on the future of the BSC by Mr. Eric Varley, Secretary of State for Industry.

Banks 'must disclose dual interest'

Merchant banks dealing in shares about which they are also acting as "independent" advisers to shareholders should disclose their dual interest, a High Court judge said yesterday.

Mr. Justice Slade criticized Keyser Ullmann for not disclosing to minority shareholders in Amalgamated Industries, whom it was advising on a proposed scheme of arrangement, that it was also engaged in subsidiary underwriting activities in Amalgamated shares.

Dismissing objections to the scheme, the judge said that Keyser Ullmann's advice to the shareholders had been correct. But, he added, his conclusion should not be taken as encouragement to Keyser Ullmann, or any similar institution, to act in such a dual capacity without disclosing interest.

Sanctioning the scheme, which converts Amalgamated's minority ordinary shares into cumulative second preference shares, the judge said that in December one department of Keyser Ullmann drafted advice to shareholders to accept the conversion offer.

Subsequently another department agreed to undertake the underwriting activity, which would have brought profit from the advice given to the shareholders.

It was not until later that one department knew what the other was doing.

Oil drilling in the North Sea

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Chevron may order £15m vessel to speed Ninian flow

By Roger Vielrope

Delays in construction of a plant for processing liquid petroleum gas at the Sullom Voe oil terminal in the Shetland Islands has forced the California-based Chevron group to consider ordering a £15m floating processing unit to handle oil output from its Ninian oilfield.

A tanker or barge fitted in Japan with facilities to handle up to 15,000 barrels a day of liquid petroleum gas and small quantities of natural gas would be moored in Sullom Voe close to the terminal. It would extract the gases from the crude and ship them in specialist tankers.

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Carter team works on anti-inflation package

Washington, March 20—President Carter's Administration is studying ways of strengthening its anti-inflation programme, but mandatory wage and price controls have been rejected.

Mr Michael Blumenthal, Secretary of the Treasury, together with Dr Charles Schultze, the chairman of the Council of Economic Advisers, hopes to be able to finalise a package of proposals within the next week or two.

It appears that the President will start a series of intensive and informal discussions with leaders of key industrial sectors—unions and corporations—to achieve promises of restraint on price increases and at least tentative commitments by labour to show restraint in wage demands.

These efforts are only likely to be productive, according to informed sources, if the Administration takes steps to reduce inflation by curbing asserted government areas. Just how this can be achieved is the subject of intense debate at the White House.

Ways are being studied of eliminating government regulations of business that add to business costs. In addition, consideration is being given to developing a strategy on civil service pay and cost-of-living increases.

Recent inflation figures have indicated a strong acceleration in the pace of price rises, and this is seen at the White House as the economy's gravest problem. Moving more forcefully to curb inflation is viewed as vital to ensure higher business investment spending and a more stable rate for the dollar.

The increased attention on inflation had some effect on share prices on Wall Street today, where a modest general advance was registered.

The Administration is also being forced to review some of its key tax-cutting proposals announced in January. At that time it proposed net tax reductions of \$24,500m (\$13,000m) partly to offset increases in social security taxes that came into force at the start of this year.

Congressmen have received thousands of letters complaining about these increases and pressures are building for a reduction in social security tax levels.

Mr Thomas O'Neill, Speaker of the House of Representatives, has warned the White House that it must decide swiftly upon a new social security and general tax-cutting proposal, as congressional concern with the current rates of taxation is so great that Congress might simply roll back all of the recent social security tax gains unless the Administration acts soon.

Given the Administration's concern about inflation and its problems in deciding upon a new tax strategy, there will be little support at the Treasury or the White House for attempts made by congressmen to boost the overall level of public spending beyond the President's \$500,000m Budget proposals.

Thus it is unlikely that a new report issued today by the Joint Economic Committee of Congress will be of major significance. The report states that most committee members support greater

fiscal stimulus than that advocated by President Carter.

The report calls for \$305,000m in Budget outlays in the next fiscal year for efforts to reduce interest rate levels and a full review of the latest social security tax increases.

Strong opposition to these demands is made by Senator William Proxmire, one of the Joint Economic Committee's most influential members, who, in a minority report, calls for a \$463,000m to \$475,000m Budget.

Senator Proxmire, chairman of the Senate Banking Committee, believes that a lower public expenditure level would slow the upward pace of inflation and force the Government to become more efficient.

"I assert without fear of contradiction," he said, "that there is not a single general government function which a 5 to 7 per cent cut of funds could not result in a more efficient or less wasteful programme combined with better service to the American public."

LETTERS TO THE EDITOR

Is there another explanation of steel works depreciation sums?

From Mr R. B. Cant, Labour MP for Stoke-on-Trent, Central

Sir, The British Steel Corporation have used a number of tactics in their attempt to discredit the Shelton steel works, and justify their arguments that an electric arc furnace should not be installed at this, one of the few remaining "profit centres" in the Corporation.

Their latest is the assertion that Shelton's surplus is just a "paper profit" based on stock revaluation.

I am not an accountant, but the following points seem to me to be relevant, even though the arithmetic may not be entirely accurate:

1. The figures quoted in the accounts, after all, produced by the BSC, and presumably fol-

low normal accounting practice:

2. If Shelton's paper profit should be adjusted for stock revaluation, so should Scunthorpe's loss; without stock revaluation the loss incurred by this jewel in the BSC's crown would be not £58 million but £64 million.

3. Another interesting development which is currently taking place, is the move to extend the depreciation period from 15-25 years. This will significantly reduce the Corporation's losses for the current financial year increase Shelton's profit to approximately £5 million, and reduce Scunthorpe's loss to £42 million. (This calculation assumes an original capital of some £500 million and that this has been depreciated for four

years at £33 million p.a. If remaining £500 million plus depreciated over 21 years is not 11 years the loss, being £58—(33—17) is approximately £42 million.)

4. Or is the explanation of extension of the depreciation period more sinister than mere reduction of paper profits? Is it a method designed to "save" the workers' own redundancy payments? I am sure it is a mere statistical device once that £5 million surplus between £500 Shelton and £42 Scunthorpe would amount to £37 million.

Perhaps these "unusual" reflections are too cynical. ROBERT B. CANT, House of Commons, London, SW1.

US says Community is taking hard line on some trade issues

Geneva, March 20.—The European Community is cooperating in trade negotiations in Geneva, American bargainers say, but it is taking a hard line on some issues.

The EEC, for instance, started out talking about tariff cuts of only 20 to 25 per cent, then broadened the goal to 40 per cent. Now some EEC specialists say the final figure may slip back to 35 per cent. The United States will resist the narrower cut, and, along with the EEC, wants to eliminate national restraints that limit bidding for some government contracts to home-country concerns.

Last year the EEC moved to Community-wide preference on

government purchasing. Italy and France have already done some limited out-of-country purchasing.

The United States and the EEC also want international standards set for some products to eliminate national standards that often are simply barriers to trade. This would require some kind of international monitoring body to see that the standards were followed.

America and the EEC are equally determined to open up the Japanese market.

In the negotiations, EEC countries are particularly interested in gaining wider access to the American cheese

market, and the United States wants lower tariffs on tobacco, fruit and vegetables in the EEC.

One major conflict involves wheat. The United States wants a limited price guarantee and a buffer stock of wheat to maintain prices within a movable range. The EEC wants a firm price mechanism that would be extended to some other crops, including maize, barley and rice.

The Community also is expected to take a hard stand on safeguards to protect its industry from foreign onslaughts. It wants to be able to take protective action against an individual nation without applying restraints on all.

Clarify pay restraint policy, chambers say

By Malcolm Brown

Mr Tom Boardman, president of the Association of British Chambers of Commerce, has asked the Government to clarify its policy on the pay restraint clauses now being included in all government contracts.

In a letter to Mr Joel Barnett, Chief Secretary to the Treasury, Mr Boardman asks him to clarify references to future pay policy which he made in a parliamentary statement last week.

Mr Barnett had said that the Government intended to keep its arrangements under review and would seek consultation with the Confederation of British Industry and others concerned on the operation of the clauses in the context of any continuing pay policy "subject to Parliament".



Mr Boardman: blank cheque was objectionable.

cheque they gave for any future pay policy.

"In reply to a direct question, I assured the Chancellor that pay policy that had parliamentary approval would of course be supported by the chambers of commerce

In his letter the ABCC president says that in an interview with the Chancellor he had said that one of the more objectionable parts of the Government's original clauses was the blank

Management's task to relieve boredom of work

Mental health legislation for industry might be necessary before the end of the century, Sir Monty Finniston, chairman of Sears Engineering and former chairman of the British Steel Corporation, said last night.

One aspect of the problem was boredom, said Sir Monty, who was delivering the third Cantor Lecture at the Royal Society of Arts in London. Boredom was generally associated with repetitive physical work but was also to be found in work demanding some mental activity.

"At work, boredom leads to sickness and absenteeism, and outside of work to hooliganism and vandalism," said Sir Monty.

"Creative management must be concerned to remove boredom whether this be in the field of manual or staff work."

"Since operations in industry are tending to ever greater automation, with this will come increasing routine and with increasing routine will come the possibility of greater boredom for the operator."

This circle had to be broken

In some way, Sir Monty said. "One cannot remove boredom by 'muzak' or neighbourly exchange of gossip, although these mitigate boredom. The important feature is that change of activity is essential to an active mind."

Sir Monty predicted that creative management would in the future use operators not to do one task with particular repetitive skills but would in a single shift or over a given period employ individuals in different classes of work so that the change of activity would eliminate the sense of boredom.

"As an example, in an eight-hour shift a morning could be spent on the production line and the afternoon on office assignment; alternatively, one month could be spent in the factory and the next in the sales force or whatever is appropriate to the particular circumstance."

Management should never underestimate the capability of people to absorb new skills, new ideas and new techniques, Sir Monty said.

Athens talks on plea for delaying Japan ships deal

Athens, March 20.—Greece's leaders shipowners go into closed-door conference on Thursday to discuss Japan's rejection of their attempt to get a two-year delay in paying for 2.6 million tons or over 130 ships ordered from Japanese shipyards.

A spokesman for the Union of Greek Shipowners, whose vessels under Greek flag represent the fourth largest fleet in the world, said the meeting would concentrate officially on the union's recent proposal to lay up surplus capacity in order to meet the general slump in the dry-cargo freight market.

But he said the impasse created by the Japanese would also be discussed. He added that the talks would remain confidential.

The Greeks last month requested a credit moratorium as a key part of their efforts to reduce the costs of their contracts, which have risen because of the yen's sharp rise since they placed their orders.

Higher interest rate fear if money supply is not curbed

By John Whitmore, Financial Correspondent

Special factors are insufficient to explain away the excessive growth of money supply, and time is running out if corrective action is to be avoided, according to stockbrokers W. Greenwell in the latest edition of their *Monetary Bulletin*.

They go on to repeat their earlier views that bank deposit rates and the Bank of England's minimum lending rate are both too low. They suggest that unless the annualised growth rate for sterling M3 drops into single figures soon, a rise in the general level of interest will be hard to avoid.

Stockbrokers L. Messel also express concern about the

February money supply figures in their *Weekly Gilt Monitor*. In particular they point to the upturn in bank lending to the private and overseas sectors, which they reckon, after allowing for the increased proportion of Export Credits Guarantee Department financing now carried directly by the banks could have amounted to around £500m.

The major part of the Greenwell *Bulletin* is devoted to the United States. The brokers conclude that the rise in American interest rates will only restore the health of the dollar if the Federal Reserve Board starts leading market forces and there is evidence that the monetary base is being squeezed.

Britain needs less of almost everything

From Mr Stephen Coulson

Sir, It is a sad reflection on the vanguard of the labour movement and the captains of industry if their only advice to Norman Atkinson MP "North Sea oil, and the four-year plan to create jobs" (*The Times*, March 13) is to advocate yet more of the same medicine which has effectively taken this nation to the brink of economic death.

It matters if Mr Atkinson and his peers are wrong. In all the column inches, surprisingly devoted to such dogma, Mr Atkinson contrives to say nothing new and merely determines to reinforce or ossify old prejudices; nowhere but in politics does it seem so difficult to teach old dogs new tricks.

Indeed do not your own industry on productivity published so recently, and the current series of articles on *Times* clearly show that far from being radicals or innovators in industry the political left wing is the most conservative of all, and do most to prevent the achievement of full employment and high standards of living.

Everybody knows that if you want to curtail or abolish some particular practice the most effective way is to tax it out of existence (unless it is a drug like tobacco or alcohol). Hence the window tax of the seventeenth century led to many windows being blocked up; the tax on clocks and watches sometime later led to the erection of the town's single timepiece: the "parliamentary clock".

More recently we have seen a drying up of the supply of land suitable for private house building, with a consequent jump in prices, this cannot be totally unrelated to the development of land tax.

Therefore if you wish to encourage economic growth, then reduce taxation on production (company taxes, income taxes); similarly if you wish to obtain full employment reduce the employment taxes (national insurance contributions, compulsory state pensions).

It is not a promising suggestion to the left whose policies are based on high taxation and vast public spending. Is it not amazing that the party of the working man has only maintained the "poverty trap" but has never made it more difficult to escape from. Its solution to everything is to spend more money, which unless it is borrowed, can only come from taxation.

Dr Ronald Burgess, among others, has emphatically (but evidently not convincingly to everybody) shows that economic immobility and "stagflation" arises almost solely because of tax levels well in excess of any reasonable capacity of the economy to bear tax, coupled with wholly unnecessary and often misguided government intervention.

Far greater government intervention called for by Norman Atkinson, with all its odd phrases which if repeated often enough may actually come to mean something: fully serviced working parties; "economic directorate"; "continuous monitoring"; and the like.

What the country really needs is much less; much less taxation; much less government intervention; much less "big brother"; in fact much less of almost everything to

achieve full employment, higher standards of living, and a more just society. Edmund Burke would be right at current levels of economic excess in the sphere of the art of government. In fact much of the dogma government are currently ingested by the TUC, the judiciary. Surely it is able to leave economic excess to the market and encourage Parliament to create the right conditions for the economic organism flourish itself.

Let the jobs and standards living create themselves; don't we trust, ourselves to let natural law operate rationally unimpeded.

No Mr Atkinson, the people are far from being by the vision of your bureaucratic extravaganzas. The old shopping list you propose is original thought—a solid, unvarnished, unadorned lamb. What we want is how is the wealth created to finance your, and I suggest that, like Mr Levin did a day or two "not" was added to Mr. Atkinson's statements and to the market all be a true understanding of economic dilemma and realities facing this nation.

Finally, Mr Atkinson flies the Treasury as the in his wheel. I am very sure that at long last Treasury appears to be taking the best interests of the country—some of the reason must have rubbed Yours faithfully, STEPHEN COULSON, 8 The Gables, Fortis Green, London N10 3EA.

Scope for a national building society

From Mr C. R. Kenchington

Sir, Building on Mr W. J. Bone's letter (March 16), surplus building society funds could be channelled into housing associations, particularly of the co-ownership type for younger people and other categories not likely to be catered for either by district councils or our traditionally stereotyped development, without being inflationary and providing employment at the same time.

There is also scope for a nationwide building society specializing in the sale of flats

and conversions at higher rates of interest; this would be better than the present expansion of the traditional type of building society.

The swapping of public housing should be made easier, to prevent under-occupation of a valuable asset. The sale of public housing should be conditional on total eradication of any reasonable local need; it is ridiculous to sell council houses below the equivalent cost of current replacement unless need has been satisfied. If this is to be a political issue then all

private tenants should have option to purchase.

Take housing out of a party dogfight and sensible solutions could be quite easily. Give us a port and we will see it happens.

Yours faithfully, CHARLES R. KENCHINGTON, Planning and Development Consultant, Liberal researcher, The Old Rectory, Hope Bagot, Nr Ludlow, Salop.

Booker McConnell

Strong all-round performance brings profits to new levels

Earnings per share 45% up

- Profit before tax up from £15m to £25m
- Attributable profit after tax up from £6.6m to £10.6m
- Earnings per share up from 24p to 34.8p
- Turnover up 47% to £523m
- Balance sheet strong; borrowings down

Preliminary results for the year 1977	1977 £'000	1976 £'000
Profit before tax	24,980	14,937
Equity earnings	10,567	6,638
from UK companies	8,715	4,671
from overseas companies	1,852	1,967
Earnings per share	34.82p	24.00p
Dividends per share	7.322p	6.336p

Earnings by operations	1977 £'000	1976 £'000
Food distribution	3,331	1,883
Fluid engineering	1,813	1,650
General engineering	1,969	(558)
Overseas trading	812	1,056
Spirits and liqueurs	1,076	814
Shipping	622	546
Agriculture	303	160
Authors	496	487
Parent company	145	600
	10,567	6,638

The Chairman, Sir George Bishop, says:

"Each of the eight divisions produced excellent results. With the soundness and well-balanced spread of the existing businesses—and plans, management and money for further expansion—the company will continue its consistent growth"

The report and accounts will be published on 25th April.
Copies may be obtained from the Secretary, Booker McConnell Limited, Bucklersbury House, London EC4N 8EJ

Construction industry shows upturn

Further evidence of an upturn in construction activity came in figures released yesterday by the Department of the Environment. In January, contractors won new orders in Britain worth £671m.

At constant, seasonally-adjusted prices, the total was the same as in January, last year. However, orders for the three months to November 1977 were 9 per cent up on the previous three months and 5 per cent up on a year ago.

In the three months to January, this year, public works new orders showed no change from the previous three months. All other sectors, however, showed an increase in work. New orders in public housing for November to January, this year, were up 15 per cent on the previous three months.

Electrical trade wants 10pc VAT

Electrical goods manufacturers are pressing the Chancellor to raise value added tax to a consolidated rate of 10 per cent.

The British Electrical and Allied Manufacturers' Association, in its pre-Budget submissions, says a modest rise in VAT need not reduce demand.

A consolidated rate of 10 per cent would have the merit of increasing the VAT yield without adversely affecting demand and would introduce administrative simplicity.

Swiss try revised plan to bring in VAT

Switzerland's cabinet yesterday submitted to parliament its revised plan for value added tax at 8 per cent, except for foodstuffs, medicines, books and newspapers, etc. for which it would be 2.5 per cent.

This is the second Swiss attempt to introduce VAT. The first was rejected in a referendum last year.

GDP				
Gross domestic product at constant factor cost (1970=100) seasonally adjusted				
	Based on current data	Based on income data	Based on output data	Average estimate
1975 Q1	108.6	107.4	108.2	108.7
Q2	108.3	106.8	107.3	107.5
Q3	108.4	106.2	106.8	106.8
Q4	107.1	106.2	106.8	106.7
1976 Q1	111.1	107.8	108.1	109.0
Q2	110.5	106.2	108.4	108.4
Q3	111.1	106.8	108.3	108.4
Q4	112.3	110.9	110.2	111.1
1977 Q1	110.7	106.7	110.5	110.3
Q2	111.9	111.1	108.5	110.8
Q3	111.9	110.0	110.0	110.6
Q4	110.5	110.6	110.8	110.6



Sime Darby Holdings Limited INTERIM RESULTS

FOR THE SIX MONTHS ENDED 31ST DECEMBER, 1977.

- Interim Dividend up from 11% to 20%
- Directors propose one-for-one Bonus Issue.
- Half-year consolidated results improve. Turnover up 15% Profit attributable up 10%
- Principal subsidiaries improve results in first half.
- Directors foresee the profit growth continuing.

SUMMARY OF CONSOLIDATED RESULTS

	Six months to 31st December 1977	Year to 30th June 1977	Year to 30th June 1976
	1977 M\$ million	1976 M\$ million	1975 M\$ million
TURNOVER	708.59	615.60	1,367.93
PROFIT BEFORE TAXATION	81.36	74.26	151.43
PROFIT BEFORE EXTRAORDINARY ITEMS	28.57	26.00	55.54
EXTRAORDINARY ITEMS	.01	.04	39.94
PROFIT ATTRIBUTABLE TO SIME DARBY HOLDINGS LIMITED	28.58	26.04	95.48
	Interim	Interim	Total
Rate of dividends—gross	20%	11%	40%

*The Final Dividend for 1976/77 included a 5% Special Dividend related to an extraordinary profit on sales of land by a subsidiary.

Kompas (Malaya) Berhad became a subsidiary on 27th December last, but has been treated as an associate in this half year. If treated as a subsidiary, profit attributable would have increased by M\$2.4 million. For the year to 30th June, 1978 it will be treated as a subsidiary.

Copies of the full Interim Report sent to shareholders may be obtained on request from The Secretary, Sime Darby Holdings Limited, Vienna MISC, Jalan Conlay, Kuala Lumpur, Malaysia.

16th March, 1978

EDITORIAL
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the market.
The reasons
for this
change are
threefold.
First, the
company has
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are avail-
able, and
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an issue
of the
equity,
which would
not go down
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reasons are
a dividend
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mainstream
sharehold-
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Second, though,
for companies
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sell in the
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wish to in-
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(for
status for
example) is
strong. For
example, the
company's
profits last
year fell
slightly
from a dis-
appointing
second half.
It is inter-
esting to see
if there will
be a
national bonus
to sweeten
the placing.
Third, of part
of the family's
hold-
ings, which
currently stands
at 54 per cent
of the
company.
McConnell
with from a
bag
about Booker
McConnell have
on its market
identity. The
latest
results, go a
long way to
answering
this, though
the company
remains a
puzzle.
One will argue
with latest profits
of £25m they
are up 67 per
cent better than
outside forecasts.
Now makes 82
per cent of its
after-tax in the
United Kingdom,
compared with
about half just
five years ago,
so that the
company has been
IL
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management
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Grand Met after conversion

Metropolitan will say today how holders of its £122m convertible loan, the biggest in the market, have the final opportunity to switch into shares. At night, with counting on, the conversion option is expected to have been exercised by more than 80 per cent of shareholders, much as had been expected in view of the fall in the stock once it lost its rights.

The stock fell from 122 last Friday, in line with the equity post conversion of 83 where it yields 12 per cent as a financial loan stock. The question for Met now is whether it will exercise its option to require compulsory conversion (payment at par) having achieved more than the minimum necessary 75 per cent into equity.

Under question for shareholders is the big chunks of the 147 million newly shares will now be dumped on the market. Arguably investors who originally bought the loan for its yield will want something better than Grand Met's 12 per cent. Yesterday, however, there was a sign of unloading. Some private investors may yet choose to sell, but they are relatively small in Grand Met and the bulk of most of the portfolio adjustment they thought necessary back in January and February when Grand Met's share price was weak against the market. More likely it has been firm again, and at 103p, it is offering more on the group's growth than any pending technical analysis.

Grand Group is the latest company to use an ingenious and seemingly foolproof method of dividend restraint by issuing convertible shares to equity holders. In the case of the issue of one cumulative share for every nine ordinary shares, the effect of increasing current year dividends by 40 per cent and gives the additional advantage of allowing shareholders to share in the future income by selling their shares in the market.

Companies taking this route include J. & J. Textiles, J. & J. Furniture, J. & J. B. Jackson, G. Whitehouse, Centre Finance of Yorkshire, and E. Fogarty. The company has used it. The reasons are available, and they involve an issue of the equity, which would not go down well with shareholders. Other reasons are a dividend cover and mainstream shareholders' tax charge.

Second, though, for companies with holdings in need of income but not in a position to sell in the market, and who wish to increase the issue capital (for status for example) is strong. For example, the company's profits last year fell slightly from a disappointing second half. It is interesting to see if there will be a national bonus to sweeten the placing. Third, of part of the family's holdings, which currently stands at 54 per cent of the company.



Sir George Bishop, chairman of Booker McConnell.

Higher Expenses

Having moved higher in the wake of exceptional results from Sedgwick Forbes at the beginning of the month, the insurance broker's share was brought back to earth yesterday by Willis Faber.

Helped by a more than doubled contribution of £2.6m from the 22 per cent Morgan Grenfell stake, WF's profits gained almost 20 per cent to £19.6m. But the market had looked for more and the shares dropped 16p at one stage before recovering to close 7p lower at 278p.

Despite a significant, though apparently temporary, slow-down in fourth quarter brokerage growth and a currency loss of perhaps £1m, income rose 16 per cent to £40.5m. This is exactly in line with the increase reported by Sedgwick, but the two groups' expenses ratios were moving in opposite directions in 1977.

Due mainly to the increased cost of the group's new headquarters—estimated at £1m per annum—WF's overall expense ratio climbed a couple of points to just under 64 per cent compared with the 61 point drop reported by Sedgwick, which made its head office move early in 1976.

WF has elected to make cautious use of its last year of dividend freedom under existing legislation effectively raising the payment by just under a fifth to leave the total 24 times covered. Thus WF's premium rating is now fairly small as reflected in a yield of 4.9 per cent and a p/e of 12.7.

● Faced with an aggressive plan for unitization from Chieftain, Second Broadmont Trust's board has now produced its alternative under which shareholders will be offered unitization under the Target Growth Fund umbrella to the tune of 33.9p against net assets per share of 35.5p at March 13.

Second Broadmont's argument is that, unlike Chieftain, Target is a well established unit trust management company, and, more important, Target Growth Fund has unabsorbed capital losses which can be used to offset against Second Broadmont's taxable gains of around £2m. Since the Second Broadmont board control 46.1 per cent of the equity, Chieftain will probably accept defeat at this stage, taking some satisfaction from the view that they may have stirred Second Broadmont into action. Whether existing unitholders in Target Growth are prepared to be so sanguine, however, remains to be seen. After all, is this the best Target can do with unused capital losses?

It cannot have escaped the notice of senior Tory politicians on the platform at the Conservative Trade Unionists Conference ten days ago that there were some embarrassing gaps in the debate. Speakers were a trifle thin on the ground. And when it came to question time with Mrs Thatcher, that traditional favourite—hanging—got the big hand.

Evidently Tory trade unionists are still learners in the arcane business of points of order, reference back, right of reply and all the other conference paraphernalia so beloved of the Labour movement. That they were there at all, in such surprisingly large numbers, appears to be good enough for the moment. Serious policies can wait.

There can be no such luxury for the party's front bench, striving to convince the electorate that a Conservative victory at the next election should not be a signal to go out and buy candles. To establish their bona fides with the voters and the unions, a great deal of thought and calculation is going into the formation of a policy that commands the widest public support while maintaining faith with Tory principles.

At Bradford, James Prior, the shadow secretary of state for employment, went further than the party leadership has hitherto, to do in staking out the ground for a Thatcher government strategy on wages, relations with the unions, and large-scale redundancies.

For pay determination, the Tories propose a new, tripartite forum where the "major participants" in the economy could work out the implications for wages and profits of the government's monetary and fiscal aims. To head off criticisms that this smacks too much of the corporate state, the idea is that it would be subject to parliamentary scrutiny through a powerful Commons select

Softly, softly—a Tory approach to industrial relations

Paul Routledge, Labour Editor

committee chaired by an MP with Cabinet stature (though not membership).

The public sector would be treated rather differently. There would be separate machinery to determine pay for those directly or indirectly employed by the state. It would be something like a "relativity board", but for obvious historical reasons it would not be called that.

Much of this thinking emerged in the policy document *The Right Approach to the Economy*, published last autumn, and signed in a public show of unity by James Prior, Sir Keith Joseph, Sir Geoffrey Howe and Angus Maude.

Parliamentary accountability of the forum is the main novelty to emerge since then, though there are some tantalizing glimpses of what might be government-sponsored machinery to decide who is worth what in the public sector; in other words, to draw up a wage pecking order for dustmen, firemen, doctors, teachers, the armed services and the police.

All of this, the Prior camp is keen to stress, will appear in the election manifesto as the responsible policy of a party that has turned its back on confrontation. In a largely unreported speech to credit managers last week, Mr Prior went out of his way to stress: "The government's duty must be to provide some sense of balance and stability in our industrial relations. The national interest demands an even-handed approach to our problems, and this can only be achieved through consultation and cooperation."

The theory of government, and plausible plans, are of course the stock in trade of any serious opposition. Politicians asking to be entrusted with high office have to offer a convincing shop window even if most of the goods are shuffled out to the back once they are in power.

In this critical area the Tories have performed well. Mrs Thatcher's well-publicized "summit" with the six TUC members of the NEDC (even though it was an occasion of some mutual suspicion) has established the right image in the public mind.

Mr Prior has an amicable working relationship with Len Murray, general secretary of the TUC, and he maintains contact with senior union leaders who might reasonably expect to sit on his beefed-up version of the National Economic Development Council. Moss Evans, the new TGWU boss, has yet to take up his invitation to lunch.

It all seems too good to be true, and it probably is. To begin with, the shiny new forum looks more convincing on

ent, by whatever name the Government continues to call it. It has given rise to some expensive fiddles in the private sector, and it should be done away with. But Mr Prior recognizes that this would have now being paid out to prevent unemployment rising still higher.

On both counts, the TTC will find the Tories in a much tougher mood. With the benefit of a gradual process, said policy on "lame ducks", public or private, ought also to be less aggressive than the attitude adopted by the Heath administration when it took office. With a policy less strident in tone, and more moderate in content, the TUC "will not mind", it is argued.

That reading of the entrails assumes that Mr Prior will remain where he is until the election, and if the party is successful, will get the employment ministry. Both assumptions are almost certainly correct. To abandon him now in a Shadow Cabinet reshuffle would be a justifiable speculation that the party was abandoning moderation in favour of a hard line.

And just such pressure surfaced in the Bow Group's magazine *Crossbow* which suggested Mr Prior be kicked upstairs to permit a change of policy. A new face was wanted, the journal argued, "someone who would not alarm the unions, but would also offer reassurance to the majority of voters who are opposed to the closed shop."

Nothing Mrs Thatcher could do would do more to play into the hands of die-hard socialist union leaders than to listen to those siren voices. It would be a perfect cue to the left to argue that nothing had changed, that labour relations must once again become a political battleground. The closed shop may be an affront to the conscience of many people; but is it worth that kind of war?

China's town and country split threatens recovery

China's 10-year development plan, disclosed only recently when in its third year, after a series of political struggles, has aroused much scepticism about the targets it lays down.

The plan aims to more than double the present steel output of 60 million tons by 1985 and to increase grain production by about one third to 400 million tons in the same period.

However, these simple goals, while just possible with good luck and an end to political infighting in the leadership, are only symbols of the economic problem faced by the Chinese Government.

China's fundamental problem is that four-fifths of its people live on the land rather than in the cities, and the vast majority of its resources are devoted to agriculture.

but also for its foreign exchange to import modern technology.

The policy of the present leadership is to make the peasants concentrate more on production of staple and industrial crops for wages paid mainly in kind, rather than on cash crops. The plan is to increase the peasant labour force was drifting increasingly into local industrial enterprises which paid them wages in cash.

Recent moves to give the peasants freedom of trade among themselves are not intended to alter the terms of trade between city and countryside but simply to satisfy peasant demands that they be allowed to trade a basketful of leeks for a home-made broom, or for instance, the transaction in cash if they wish.

China is definitely not anxious to imitate the Soviet method of letting the peasants sell off their surplus produce in the cities at extortionate prices.

How does this affect fulfilment of the plan? Fuel and steel are the keys to the problem. The Communist Party is stuck with the goal of "basically" mechanizing Chinese agriculture by 1980, but not having the means to do so, "basically" would any one probably want to.

The Chinese countryside is fundamentally unsuitable for many forms of mechanization, especially the plough type. Even where mechanical equipment is introduced, there is great difficulty in teaching the peasants to maintain and repair it.

To provide machinery for some 700 million peasants and their dependants is a massive project in terms of steel rolling alone, let alone refining petroleum to supply the needed fuel.

China is already forced to import steel in exchange for crude oil, so the diversion of these resources into the almost bottomless pit of the rural economy is a seriously held back the development of industry in the cities.

This in turn would hold down the number of new industrial jobs becoming available in the cities, so that the peasants,

though freed from some of the most onerous cramping tasks, and knowing a little more about machinery than they did before, would not be able to send their sons and daughters into the more comfortable urban areas to earn extra cash for the family.

It is not commonly realized that China is a country with a massive problem of disguised unemployment. The transfer of some 10 million urban youths to the countryside over the past

(still nearly 10 million new mouths to feed every year), but few believe this will be achieved—especially since the priorities of the present leaders seem to be concentrated on the cities, and the peasants may revert to breeding more freely as a means of family security.

It is easy enough to convince a factory worker that two children, male or female, are enough for him and his wife to look after. On the communes, more sons, and to some extent more daughters, mean more income for the family, and a form of security against misery in old age, as country workers' social care facilities have been greatly exaggerated by enthusiastic foreign visitors.

China prides itself on "self-sufficiency", but in many cases—for instance clothing and fuel—this merely means self-denial. The new plan may aim to lay the basis for greater prosperity and comfort in the succeeding decades, but those are not its priorities.

Industrial workers have recently been given wage increases, which will mean an increased money supply, and the country's light industries will have to produce the consumer goods to soak it up. But consumer goods are not the materials to make them are still the most important component in China's exports,

The new plan, then, seems to contain many of the dangers which Mao Zedong warned of: an increasing gap between town and countryside, and the building of an industrial economy run by an elite who have little interest in rural affairs.

The apprehension is heightened by what would otherwise seem to be a sensible measure—the streamlining of the educational process to bring on the brightest people first, and the reinstitution of research and development institutes disbanded or under a cloud since 1966.

The change in educational policy will inevitably lead to the formation of "a new class", and the chance for a bright young peasant to join its ranks will become increasingly slim.

This in turn suggests the revival of a two-tier economy in China, in which urban bureaucrats, industrialists and intellectuals will push ahead with their own modernization schemes, while losing touch with the rural population. That was something which even Confucianism, condemned as a decadent feudal philosophy, tried to avoid. It is for the new leadership to show whether it can find an answer to a problem which no other socialist state in the world seems yet to have solved.

China's fundamental problem is that four-fifths of its people live on the land rather than in the cities, whereas the future areas of economic growth are seen largely in the cities

David Bonavia

decade was not just a means of raising the peasants' cultural level and teaching the town-dwellers the realities of rural life. It was a plain matter of finding employment for school leavers when there were not enough jobs to go round in the cities.

On a rural commune there is always something to be done. In urban factories, underemployment of the work-force leads to demoralization, factional disputes and social unrest.

Population is also a vital factor. The leadership is aiming at a population growth of no more than 1 per cent a year

County Bank Limited

"In a year of fluctuating markets all divisions of the Bank found opportunities for improving on their previous performance."

Extracts from the Statement of Mr. Sidney Wild, Chairman of County Bank, in the Report and Accounts for the year ended 31st December 1977.

Once again I am able to report a further expansion in the business of the Bank, which is very satisfactorily reflected in the year's results. Profit before tax for the twelve months ended 31st December 1977 rose to a record level of £6.9 million, an increase of £2.6 million over 1976. Total assets at £532 million have exceeded the £500 million mark for the first time and the Bank's capital and reserves now stand at £18.7 million.

for specific capital projects and for working capital, often with a view to providing increased export capacity. Towards the end of 1977, we began to develop our acceptance credit business and we anticipate useful growth in this direction. The number of our equity investments in both listed and unlisted companies increased substantially during 1977.

In a year of fluctuating markets all divisions of the Bank found opportunities for improving upon their previous performance. Growing competition among banks for the available lending business brought pressure on margins, but we were able to increase income through a higher level of advances. At the same time the growth in the Bank's operating costs was satisfactorily controlled.

There are some signs of a revival of demand for finance especially from the smaller and medium sized companies. We have the resources available and we are able to offer a complete and comprehensive financial service to our customers.

The Investment Division is concerned in the management of funds exceeding £1,000 million. Although these are largely the funds of United Kingdom clients, we have recently placed special emphasis on seeking the management of funds for clients overseas.

Review of Operations

The Corporate Advisory Division maintained its growing reputation and acted in over 40 merger situations and rights issues during 1977. Some 60 listed company clients now look to us as their merchant bank. We are well placed for future expansion in this field and it is encouraging that the average size of our client companies increases year by year.

We have devoted special attention to the expansion of our international services. We co-managed eurocurrency issues during the year to a value of \$840 million, and we underwrote 175 eurocurrency and 22 United States domestic issues.

The Future

We look forward to a further year of challenge and new horizons. The profit levels of 1977 will be difficult to match, but I am confident that the momentum that has been gained by County Bank in recent years, will carry us further forward in all aspects of corporate finance and advisory activities, to the mutual benefit of the Bank and its clients.

S. Wild
Chairman

The Finance Division handles our commercial and industrial lending and money market operations. On the lending side, advances, after allowing for repayments, rose by 14 per cent over the 1976 level.

By far the greater part of our advances, now standing at just over £200 million, are made to assist industry over the medium term both

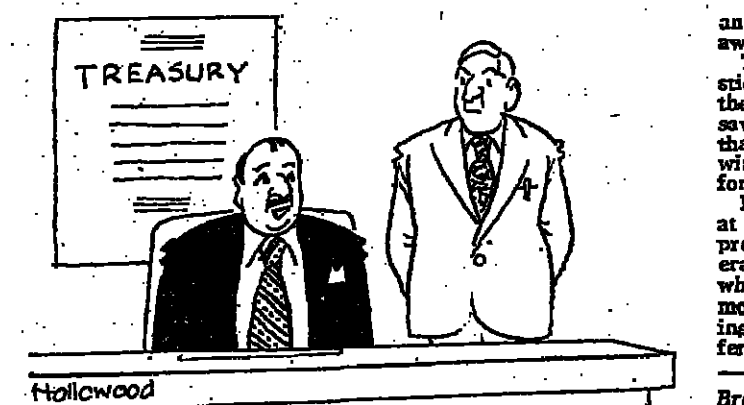
Business Diary: Kilkenny switches locals • Bottoms up

Kilkenny has lost little of its bounce back from a year of adversity. Allied Breweries, the biggest beer, wine and spirits group in Europe, is a director of the listed Scottish & Newcastle Breweries. This company, Allied and other of Britain's big seven breweries for its profits on "free" trade rather than captive audience of hotels owned by the brewer, is therefore obliged to produce a "business diary" for the marketing of beer and lager.

Dr Kilkenny, a director of Allied and a member of its board, left after a disagreement over the marketing of beer and lager.

Dr Kilkenny reported that the company's sales for the year ended 31st December 1977 were £25.5 million, an increase of 10 per cent on the £23.2 million of 1976.

Dr Kilkenny said the company's sales for the year ended 31st December 1977 were £25.5 million, an increase of 10 per cent on the £23.2 million of 1976.



"Swings and roundabouts, my boy. We lose £800m a year on steel and win almost as much from North Sea oil."

of air, rather like a hovercraft. To test that the material is capable of withstanding heat and pressure in use, a cupped instrument is pushed into each batch at a temperature of 150°F. Then the shapes go to the secret moulding process and return to Nottingham to be made up with a centre rear seam of rugged elastic.

Production started just before Christmas and already M and S has exported control briefs to Hongkong, Denmark, Iran and Kenya. There are no complex fitting problems for bottoms that different bust shapes involve, it claims.

"Basically there is only one shape for bottoms. The idea that ladies have extra curves is nonsense." But the company does make larger sizes in-firmier material to make the more pear-shaped conform.

When CH Honeywell-Bull took on the job of forecasting the result of the French elections for two radio stations and one of the television channels it must have done so with some trepidation.

Not that the company had any fears about its ability to do the job. Right on time at eight o'clock on Sunday night, only an hour after the polls shut in the cities, it came on with its prediction of the result: it achieved this by keeping its computers in the Rue du Surmein in the twentieth Arrondissement of Paris primed with information sent in from 800 polling stations round the country.

Just in case anything went wrong with the equipment when another set of machines was

standing by which could be ready to use in just three minutes if the worst happened. As little as possible was left to chance, which was why the company got the job and why it was not in the least worried about its ability to perform.

But the underlying worry was just what the results would be because CH Honeywell-Bull is one of the nine industrial groups that both the Communists and Socialists would have nationalized had the left won the elections.

The French Government at the moment holds 19 per cent of the shares in the Bull Company which in turn holds 53 per cent of the shares in CH Honeywell-Bull. It's the sort of tangled web that makes the French Socialists see red and made them determined one day to take over the company to

and some of them did not get away from it for long, either.

The average "take" of the sick-up men (and women) in their 165 attacks on banks and savings banks last year was less than £8,000 a job compared with nearly £9,000 the year before.

For reasons we can only guess at the thieves switched their preference last year from general banks to savings banks, where in 1976 they held up more ordinary banks than savings banks. In 1977 they preferred savings banks almost two

Branniff International, the Dallas, Texas-based airline which has just started flying a daily service between Dallas and Gatwick, London, was delighted, but somewhat surprised in London yesterday to find that the first of its jumbos allowed to land in the United Kingdom had 20 out of the 24 first-class seats on board filled (the return first-class fare is £766). Branniff has apparently been taken unawares by the strength of the business traffic between Texas and Britain and it is seriously considering having its orange-painted Boeing 747, hitherto used on the holiday route to Honolulu, refurbished with a larger first-class cabin.

The jumbo brought over 37,000lb of freight in its underfloor hold, some 20,000lb of which was oil well rig equipment. At a rate of \$1.25 per pound, that pretty well paid for the cost of the flight on its own. There was also an undisclosed weight—a champion silver poodle, Springett Mr Ashley, ready to sit out his quarantine before being entered for Crufts next year.

Crime does not pay, at least not as much as it is used to, according to our man in Madrid, who reports that bank robbers were busier than ever in Spain last year—but the cash they carried off per hold-up was less than in 1976.

In 1977, a year when toy pistols, petrol for getaway cars and stocking meeks were going up along with everything else in a 26 per cent inflation, the crooks carried off 87 per cent more bank raids than the year before, but they made off with only 65 per cent more cash—

County Bank

11 Old Broad Street, London EC2N 1BB
and in Birmingham, Edinburgh, Leeds and Manchester

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Europa

A country-by-country review and a look at likely trends

How monetary markets moved

There has been little change over the last month of the monetary and financial market trends reported last time. However, we shall make a country-by-country review of the main events and then take a look at the prospects.

The dollar is still on a downward trend, despite having briefly shown signs of a recovery, as is shown by the fall from 96.6 per cent to 95.4 per cent in its rate in our basket of six currencies.

Nevertheless the return to a more stable monetary situation within the United States itself which began in January has been maintained; the increase in the money supply (M1) during the last three months was only a little over 4 per cent, while the Federal Funds rate has remained unchanged at 6.3 per cent and the prime rate at 8 per cent.

However, there is continuing and growing apprehension about the country's economic performance; recent results have been extremely disappointing: the annual industrial growth rate has fallen to 2 per cent, the inflation rate has increased to 7 per cent and the trade balance deteriorated further in January with a deficit of \$2,400m (about £1,263m).

In the light of these figures it is hardly surprising that the brief recovery on Wall Street has been followed by a slump, with the Dow Jones Index down to 750.

The Deutsche mark on the other hand continues its virtually uninterrupted rise, not only against the dollar (actually breaking the DM2 barrier at one stage) but also against the franc, which is another source of grave concern for the Germans, since France is both their biggest export market and their biggest source of imports.

It seems to be coping less successfully than Japan, which had managed to keep the yen at an exchange rate of around 240 to the dollar, at least until last week's further rise. Like Switzerland, West Germany is the only country in the world where the inflow of capital which is swelling its money supply (M1) is increasing at an annual rate of 14 per cent, but it is reluctant to follow the Swiss example of negative interest rates by means of which it has been able to attract funds from abroad.

In such a context, the downward pressure on West German interest rates is continuing, particularly in the case of loan stock, where the rate on 8-year

THE ECONOMY					
	Growth (per cent) industrial production (1)	Investment (2)	Wage increases (per cent) (3)	Budget deficit (3.4)	Stability trade balance (2.4)
United States	2	8	8.8	-3.3	-2
West Germany	4	4	7.5	-4	-3.3
France	1	0	12	-1.2	-1.9
Great Britain	-1	3	5	-5.5	-2.6
Italy	-6	1	22	-11	-0.9

(1) Three month average expressed as annual rate

(2) Estimate for 1977

(3) Estimate for fiscal 1977-78

(4) As percentage of gnp and in national currency (000m).

MONETARY AND FINANCIAL EFFECTS					
	Annual growth per cent in money supply (M1) (5)	Interest rate Day to Day (6)	Prime rate (7)	Foreign exchange rate Against the dollar (8)	Change in stock exchange per cent index (9)
Dollar	4	6.8	8	—	-3
Deutschmark	14	3.5	6	2.03	0
Franc	5	10.5	9.3	4.77	+10
Pound	24	6.2	6.5	1.95	-7
Lira	22	10.8	16	852	0

(5) Three months average expressed as annual rate, figures in brackets % change over a year.

(6) Figures in parentheses give percentage change in last month.

(7) End December 1975 = 100. Figure in parentheses gives position last month. Currencies are five listed in table plus Japanese yen.

(8) Change in previous month. Figure in parentheses gives change over previous 12 months.

bonds has now fallen below 5.5 per cent.

With the encouragement of these easier conditions, the West German stock market, after a brief setback, continues in the ascendancy.

All the signs are that this trend will continue, given the recent economic news: the industrial growth rate is running at 4 per cent, stimulated by a domestic recovery, while the inflation rate is a mere 3 per cent. The only disturbing feature is the budget deficit which has swollen to DM450,000m, but then even this figure will not be difficult to finance when government stock is so popular.

In Britain, the monetary euphoria of recent months has given way to uncertainty and

even pessimism. The pound is weakening against the five other currencies taken together (it has fallen from 92 per cent to 91.5 per cent of its December, 1975, value), although it is holding up against the dollar.

This is really undesirable when one considers Britain's poor export performance and worsening trade deficit, which is once again nearly 3 per cent of gross national product. Has not the sharp rise in the pound's exchange value, due much more to better financial conditions than to any economic improvement, undermined the competitiveness of British products?

Another significant feature is the very much faster rate of monetary growth, with MI

rising by 24 per cent a year. Even if the inflation rate, which fell below 10 per cent for the first time (sic) in January (compared with January, 1977), continues to improve, prudence is called for.

For the time being interest rates are stable, with minimum lending rate unchanged at 6.5 per cent. These mixed results, coupled with a number of less than usually optimistic forecasts, such as that published by the influential National Institute of Economic and Statistical Research, have brought a bearish mood to the London Stock Exchange, where last year's gains are melting away.

Maurice Bommensath

FINANCIAL NEWS AND MARKET REPORTS

Stock markets

Shares in grip of Easter lethargy

Dealers suffered their slowest day of the year so far with the number of bargains market at just 4,088. On the comparable day last year the total was close to 7,000.

Such was the paucity of business that in early trading the main preoccupation was to see who would be the last to deal with some jobbers managing to last out for an hour or more.

The approach of Easter, the forthcoming Budget and a cloudy outlook were all advanced as reasons for the lethargy. Most, however, would agree that the key is the institutions' reluctance to take any sort of position at present in a market which is characterized by its lack of sellers rather than buyers.

This being so most dealers are not inclined to look far into the future or indeed to predict when the institutions are likely to take a more positive stance.

With a slightly firmer tone developing late in the day and after hours the FT Index managed to close 1.4 up to 458.6 having spent most of the day a little below its Friday night level.

However, a mock session of the futures options market assured that there was some business on the market floor yesterday. "Smooth but hectic" was how one broker described this first practice run of the new scheme, scheduled to start for real in the second or third week of April.

HP Bulmer managed to ascend 1p to 150p after a 7p gain last week, a tribute probably to AG Ellinger's Investment Research chart service, which sees them at 170p. But fundamentalists are not so sure, and a price rise of twice this as profits have are more important. But nobody seems to want to sell.

Some 300 deals went through the market during the hour-long trial and jobbers will be moving the premiums with the price of the ordinary shares over the next few trading sessions to see how the system stands up in practice.

Gilts had no such fun and games to live their day and in quiet trading, Government stocks moved little.

At the longer end, after opening steadily, stocks generally drifted down a quarter but regained a sixteenth of the fall in after hours trading. Shorts, also quiet, lost a sixteenth on the day. Dealers appear to be optimistic for the market over

the next few sessions anticipating it will remain quietly firm up to the Easter break. Golds were a collapsing market yesterday with some of the heavyweights losing as much as £2 on the session. Thoughts that the US might sell gold bullion to attract hard currency was enough to trigger a fall in the metal price which was down \$2.62 to \$181.0 at the afternoon London fixing.

There was little trading yesterday and much of the slide was attributed to jobbers marking the stocks down. Although the bullion price was slipping last week gold shares did not fall as much with the price being held up by a shortage of stock among dealers.

Among shares to lose ground were Randfontein at £31 11/16, President Steyn at £6 27/32, Western Holdings at £16 3/4 and President Brand at £9. East Dries went 22p down to 632p, Kloof closed 24p easier at 412p and Harmony fell back 15p to 340p. Rustenburg at 87p and Consolidated Goldfields at 173p slipped slightly.

After easing throughout the day in London gold shares came off again in the evening as prices fell in New York.

On the takeover front Henry Wigfall slipped 17p to 215p as the lack of further news brought out the sellers. Frimrose Industrial were marked down 24p to 76p on the terms from Tongasars, while Wolsley-Hughes gave up an early 4p rise after news that an 11 per cent stake in the market. Speculative demand had United

Scientific a couple of pence better at 274p at one stage. In the motor sector British Leyland made no response to its figures at 23p while Ford dealer Reynolds responded to better terms with a rise of 6p to 46p. Manchester Carages is the bidder. Another distributor Tate of Leeds reported trebled profits and the shares were immediately marked up 5p to 59p.

Fresh reports that there is a buyer in the market for Ocean Transport has prompted some shipping speculators to bid. It would have to be British-based and any offer would undoubtedly be mainly in shares, say market sources, who are tipping one of Britain's largest international groups. Oceans shares, which held firm in a shipping slump last week, added 3p to 132p yesterday.

Among the industrial leaders Glaxo, the quietest spot on the pitch, rose 2p to 527p. But there were stronger performances from Beecham, up 5p to 627p, and ICI where the rise was 4p to 350p. BAT had lost 3p to 295p and another under some early pressure after Friday's slump was GEC which dipped to 244p before rallying to an unchanged 247p.

In front of today's White Paper on North Sea oil, which is expected to spell out the alternatives for spending the revenue, related issues sparked some interest. A particularly firm spot here was Thomson Organisation, which rose 7p to

197p, while BP, also in a well-announced, rose to 775p.

A poor fourth quarter combined with the cost of building to leave Warton with below-par annual and the shares fell 10p to 278p taking Mathewson at 208p and Milner-Hobbs down 2p to 178p. Elsewhere in this sector Wick Forbes at 362p, Al Hadden at 172p and Godwin at 95p held in the day.

News that Hong Kong Bank had been bought by an American added 4p to the shares while London & South-east went 5p better to a doubled interim profit.

Doubts are now cast over full-year profits in Beach, which for some time performed the margin widely held forecast profits up from £11.3m but some now think it could be under £14m change, a big rise from Australia. It is out that with a March the group has to beat three months of current compared with most of the year. The shares 270p.

Equity turnover on 19th was £63.81m (12.95p). Active stocks yesterday were BP, GEC, ICI, S. D. and Ind. Beech Group, Metropolitan & Spencer.

Latest results

Company	Sales	Profits	Earnings per share	Dividend	Pay date	YTD
Intor or Fin	13.4(10.9)	2.35(1.77)	37.3(21.8)	3.15(2.99)	24/4	5.15
Beaton, Clark (F)	52.3(35.1)	24.9(14.9)	34.8(24.0)	3.57(3.44)	3/7	7.14
Brit Leyland (F)	2.602(2.892)	3.1(70.5)	—	—	—	—
Chamber & F (I)	5.3(5.0)	0.03(0.02)	2.6(2.46)	1.0(1.0)	22/5	—
Cheyne (F)	8.25(7.7)	2.1(1.32)	88.7(13.8)	2.05(1.63)	—	—
Expanded (F)	23.5(22.49)	2.1(1.32)	1.82(1.77)	1.75(1.12)	2/6	3.30
Finance & Ind (I)	0.03(0.01)	0.049(0.047)	12.6(10.8)	—	—	—
Hepworth (C)	220.7(162.4)	26.7(18.6)	0.007(0.004)	—	—	—
Joseph (I)	2.55(1.7)	4.3(2.5)	26.7(26.08)	3.6(3.3)	11/5	5.6
Lawes (F)	6.14(4.5)	0.25(0.21)	6.9(7.8)	1.5(1.5)	2/5	3.5
Lda Scots Fin (I)	2.25(1.2)	0.23(0.12)	31.29(29.28)	0.77(0.72)	22/5	—
Low & Bonar (F)	0.11(0.08)	7.1(5.6)	12.06(10.08)	2.5(1)	22/5	4.2
Monteston (F)	—	0.16(0.067)	—	0.87(0.87)	9/5	0.8
Newman Tunks (I)	10.45(9.3)	0.67(0.54)	—	0.9(0.8)	15/5	—
Pittard (F)	17.15(14.8)	1.69(1.75)	1.7(1.56)	0.92(0.84)	19/5	2.2
Pressat (I)	3.73(3.5)	5.7(5.6)	39.1(29.5)	5.62(2.46)	7/3	—
Sale Tines (F)	58.5(44.5)	1.63(1.28)	0.34(0.10)	0.62(0.62)	8/5	—
Tate of Leeds (F)	12.7(98.5)	0.45(0.38)	12.25(10.15)	1.46(1.05)	2/5	—
Wms & James (F)	4.9(4.4)	0.45(0.38)	21.85(18.3)	6.12(5.0)	26/5	—
Wolsey-Hughes (F)	2.49(1.0)	0.06(0.63)	—	—	—	—

Dividends in this table are shown net of tax on pence per share. Elsewhere in Business are shown on a gross basis. To establish gross multiply the net dividend by 1.515. Pre-tax and earnings are net. a Loss. b Net revenue. c On old capital. d On Sp shares.

NOTICE OF REDEMPTION

to the Holders of

The Metropolis of Tokyo

5 1/4% Guaranteed Dollar Bonds Due April 15, 1979

NOTICE IS HEREBY GIVEN that One Million Seventy Thousand Dollars (\$1,070,000.00) principal amount of the Metropolis of Tokyo, Fifteen Year 5 1/4% Guaranteed Dollar Bonds due April 15, 1979 and bearing the following serial numbers have been drawn for the account of the Sinking Fund for redemption on April 15, 1978.

COUPON BONDS

5	1033	2135	2971	4329	5893	7105	8298	10364	12965	16448	17486	18333	19607	21255
11	1063	2139	2972	4335	5901	7112	8305	10370	12970	16453	17487	18337	19610	21260
16	1083	2143	2976	4340	5906	7117	8310	10374	12975	16458	17492	18342	19615	21265
18	1117	2151	2983	4351	5912	7123	8316	10380	12980	16463	17497	18347	19620	21270
21	1128	2154	3001	4357	5917	7128	8321	10385	12985	16468	17503	18351	19625	21275
25	1156	2162	3009	4365	5925	7136	8329	10393	12993	16476	17511	18359	19633	21283
27	1170	2170	3017	4373	5933	7144	8337	10401	13001	16484	17519	18367	19641	21291
31	1181	2174	3017	4382	5940	7216	8392	10457	13059	16537	17572	18420	19694	21344
33	1192	2178	3045	4401	5961	7172	8365	10429	13030	16514	17552	18398	19672	21362
37	1201	2181	3053	4412	5970	7181	8374	10438	13039	16523	17561	18407	19681	21371
44	1218	2184	3150	4427	6174	7287	8477	10540	13141	16625	17663	18509	19784	21472
47	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
48	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
49	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
50	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
51	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
52	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
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56	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
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58	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
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67	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
68	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
69	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
70	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
71	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
72	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
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75	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
76	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
77	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
78	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
79	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
80	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
81	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
82	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
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84	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
85	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
86	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
87	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
88	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
89	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
90	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
91	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
92	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
93	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
94	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
95	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
96	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
97	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
98	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
99	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475
100	1227	2187	3154	4431	6217	7330	8520	10583	13184	16668	17706	18552	19827	21475

FINANCIAL NEWS

Westminster Property now on the way back

By Ray Maughan

There is still no dividend from Westminster Property but the "reasonable" degree of success in implementing the policy of reducing bank debtedness and operating at a profit, coupled with the upturn in the Portuguese tourist and business climate suggests that return to payments may not long be coming.

The shares moved up 1p yesterday (4p under the 1976 Distance sheet as backing) as Westminster turned from a loss of £512,000 to a pre-tax profit of £20,000 in the year to end December last. Profits, however, include £330,000 against £500,000 on the sale of investment and dealing profits while optional losses of £16,000 in 1975-76 were eliminated last year.

It is known, the sale of the "demolition" complex in the City will realize more than £1m, but this still leaves a large amount of business to be done. The Portuguese tourist and business climate suggests that return to payments may not long be coming.

atson Clark spurred by demand and price rise

By Ray Maughan

Beatson Clark, a manufacturer of a third successive year of profit growth. Strip, a holding of 100,000 shares, against £170,000, pre-tax profits of 29 per cent, 2.07m. Stated earnings of 21.80 to 37.8p per share, a final dividend of 10.5p, the total from 15.15p per share.

Attention to the attractive considerations on any of dividend controls. Beatson Clark, a manufacturer of a third successive year of profit growth. Strip, a holding of 100,000 shares, against £170,000, pre-tax profits of 29 per cent, 2.07m. Stated earnings of 21.80 to 37.8p per share, a final dividend of 10.5p, the total from 15.15p per share.

Manchesters Garages raises Reynolds bid

Taking into account the "aggressive buying" of shares in W. J. Reynolds Holdings at 40p or more, and the increase in the holding of Reynolds shares in the hands of Mr T. J. Clements and associates, Manchesters Garages is increasing its offer. The new terms are 11 Manchesters shares and 160p cash for every 10 Reynolds shares. This values each share at nearly 48p and the whole group at £1.8m.

Manchesters Garages emphasizes that its offer is being made by a Ford-experienced group.

Montedison losses mean reconstruction

Rome—The loss at Montedison, the Italian chemical and fibres giant, hallooned from Lire 30.6 billion (£37.3m) to Lire 509 billion (£312.2m) last year. This was despite a 13.6 per cent rise in sales revenue and an improvement in manufacturing exports, which accounted for 42 per cent of turnover. The board proposes to cover the loss by taking Lire 235 billion (£145m) from reserves, and by submitting a capital reconstruction operation to shareholders approval at the annual meeting to be held in Milan late in April. The capital will be reduced by writing down the nominal value of the ordinary shares from Lire 500 to 175.

After going seen

Gillett Bros

The board of Gillett Brothers Ltd does not expect to be as prosperous as last year, but it looks to the future with confidence.

David Whitby, chairman, said the board plans to increase the dividend by 10p to 1.10p per share.

SALE TILNEY & COMPANY, LIMITED

28 Queen Anne's Gate, London SW1H 9AB

Trading Profit. Excluding exchange conversion differences, rose by 38%.

Dividend increased by 116%.

Payment of a final dividend of 5.3375p per share is being recommended, making a total dividend of 10.2375p per share (1976—4.73375p per share).

Future Prospects

The uncertain world trading conditions make profit forecasting even more difficult than in previous years. Nonetheless the Board believes that the structure of the Group and the strategy it is now pursuing are both soundly based and that the Group will have another successful year.

SALE TILNEY & COMPANY, LIMITED

28 Queen Anne's Gate, London SW1H 9AB

Clayware and strong exports spark Hepworth Ceramics

By Bryan Appleyard

Hepworth Ceramics has followed up its 46 per cent profit increase in 1976 with a 43.5 per cent increase last year. Pre-tax profits rose from £18.6m to £26.7m on turnover up from £162.4m to £220.8m.

In divisional terms the biggest growth came from clayware with turnover up from £47.5m to £77.8m. The acquisition of W. S. Dickey Clay Manufacturing in the United States for £9.5m accounted for £20m of this turnover and £2.26m in profits compared with the £200,000 made by Dickey in the year before the Hepworth takeover.

Excluding Dickey, however, there was no volume growth in clayware and Hepworth managed to improve its profitability mainly via a strong export performance. Exports accounted for about 16m of the division's turnover, compared with half that figure the year before.

Exports also played a large part in the refractories division. Of the total export sales of £39.5m, against £19.9m the year before, more than half came from refractories. Profits in the division rose from £4.9m to £5.5m.

In industrial sands and minerals profits rose from £4.4m to £5.96m and in plastics from just over £2m to £2.5m. Plastics has been recovering from a particularly low base three years ago and Mr Peter Goodall, chairman, believes there is still some recovery left in the division.

Profits in foundry resins and equipment rose from £743,000 to just over £1m and in engineering and miscellaneous from £816,000 to £985,000, reflecting a generally slack market.

The company has changed its treatment of deferred tax, leaving out tax deferred because of capital allowance but not stock relief. This results in a total tax charge of 44 per cent and earnings per share of 12.6p.

Capital spending was £12m last year and currently another £35m is committed of which about £20m is expected to be spent this year.

Hepworth is currently making a takeover approach to H. & R. Johnson-Richards Tiles.

The shares were unchanged at 81p yesterday, where they yield 6.2 per cent.

By Our Finance Staff

No surprises yesterday from Expanded Metal as profits confirmed market forecasts that the first half shortfall of just over a fifth would accelerate in the second six months to produce an overall 31 per cent pre-tax downturn to £2.22m. The shares were unchanged at 57p.

There is no reason for the moment to expect any significant upturn. West Midlands Steel Stockholders fell into the red from the previous profits level of around £450,000 and the building products contribution suffered the effects of the severe cutback in local spending. In both instances the board, headed by Sir Patrick Hamilton, is not envisaging any immediate improvement in demand although stockholding now shows "strong indications of some relief from the strong downward pressure on prices of the recent past."

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Expanded Metal downturn accelerates

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SBCF taking one third of Meyer & Myer

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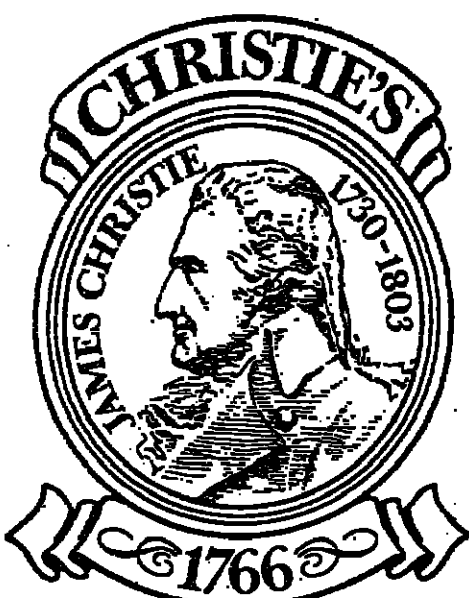
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Salerooms and Antiques



8 King Street, St James's
London SW1Y 6QT. Tel: 01-839 9060
Telex 916429 Telegrams CHRISTIART
London SW1

TUESDAY, MARCH 21 at 11 a.m.
Fine Miniatures, Russian Works of Art, Gold Boxes, The Properties of The Lord Redesdale, The Earl of Stair, K.C.V.O. and others.
Catalogue (27 plates, including 5 in colour) £1.25.

TUESDAY, MARCH 21 at 11 a.m. and 2.30 p.m.
Japanese Swords, Swords-Fittings and Prints, The Properties of Ohtsue, Viscountess Scarsdale, Sir Christopher Chancellor, The late Miss M. R. Locke and others.
Catalogue (17 plates) 90p.

WEDNESDAY, MARCH 22 at 11 a.m.
Fine Jewels, The Properties of The late Mrs Geoffrey Bird, The Imperial Cancer Research Fund and others.
Catalogue (11 plates) 70p.

WEDNESDAY, MARCH 22 at 11 a.m.
Fine English and Foreign Silver, The Properties of Arthur Byron, Esq., The Earl of Stair, K.C.V.O., The late Lord Cohen of Birkenhead, The late Marquess of Crewe and others.
Catalogue (31 plates) £2.25.

EASTER
Christie's will reopen on Wednesday, March 29 with a sale of 19th and 20th Century Printed Books and a sale of Russian and Greek Icons.
Catalogue prices are all post paid. All sales subject to the conditions printed in the catalogues.

South Kensington

85 Old Brompton Road
London SW7 3JS Tel: 01-581 2231

TUESDAY, MARCH 21 at 10.30 a.m.
English and Continental Glass.
Catalogue 30p.

TUESDAY, MARCH 21 at 2 p.m.
Cigarette-Cards, Postcards, Baxter Prints, Stevedorians and Associated Material. Catalogue 60p.

TUESDAY, MARCH 21 at 2 p.m.
Old and Modern Jewellery.

WEDNESDAY, MARCH 22 at 10.30 a.m.
Old and Modern Jewellery.

WEDNESDAY, MARCH 22 at 10.30 a.m.
Furniture, Carpets and Objects of Art.

WEDNESDAY, MARCH 22 at 2 p.m.
English and Continental Pictures.

THURSDAY, MARCH 23 at 2 p.m.
Oriental Ceramics.

THURSDAY, MARCH 23 at 2 p.m.
Costume, Textiles, Embroidery and Fans.
Catalogues 35p each unless otherwise stated. Late night viewing Mondays until 7 p.m. No late night viewing on Monday, March 27.

London & Suburban property

FOR CONVERSION

St. Petersburg Place, W2
A 4 storey, 4 bed, 2 bath, 2 reception, 2 kitchen, full fully fitted. F. 10. 257,500.

Leamington Rd. Villas, W11
3 floors, 2 bed, 2 bath, 2 reception, 2 kitchen, full fully fitted. F. 10. 257,500.

Hammersmith Grove, W6
2 floors, 2 bed, 2 bath, 2 reception, 2 kitchen, full fully fitted. F. 10. 257,500.

PETTINGER & PARTNERS,
71 Maresfield Road, W.11
141 Westbourne Grove, W.11

KENSINGTON, S.W.7.

Unique opportunity. Family house investment. 5/6, 2 reception, 2 kitchen, full fully fitted. F. 10. 257,500.

Overseas Property

WANTED TO BUY, villa or apartment in Spain. Call 01-833 3311 (office hours).

Armchair selling.

Whatever you've got to sell, be it Victorian bric-a-brac or a Pirelli calendar advertise in the Times 'For Sale' and 'Wanted' columns by ringing 01-837 3311 (or Manchester 061-834 1234).

MORTGAGES

BIGGER & BETTER MORTGAGES. B. Mortgages, 200, Tottenham Court Road, W.1. Tel: 01-252 5001.

Country property

BATH AREA, 17th-century country house, 3 miles from St. James's Park, 2 reception, 2 kitchen, full fully fitted. F. 10. 257,500.

ARMCHAIR SELLING

Whatever you've got to sell, be it Victorian bric-a-brac or a Pirelli calendar advertise in the Times 'For Sale' and 'Wanted' columns by ringing 01-837 3311 (or Manchester 061-834 1234).

It's where whatever's for sale sells and wants are found.

Sotheby's

FOUNDED 1744

SOTHEBY PARKE BERNET & CO.
34-35 NEW BOND STREET, LONDON W1A 2AA
TEL: (01) 493 8060

Tuesday 21st March at 10.30 am
CHINESE PORCELAIN AND WORKS OF ART
Cat. (2 plates) 35p

Wednesday 22nd March at 11 am
18TH, 19TH AND 20TH CENTURY BRITISH AND EUROPEAN PAINTINGS Cat. (6 plates) 40p

Wednesday 22nd March at 11 am and 2.30 pm
FINE FINEST PRINTS, DRAWINGS AND PAINTINGS Cat. (114 illustrations) £3.25

Thursday 23rd March at 10 am
FINE OLD MASTER DRAWINGS including the property of Baroness Eugene de Rothschild Cat. (22 plates) £2.80

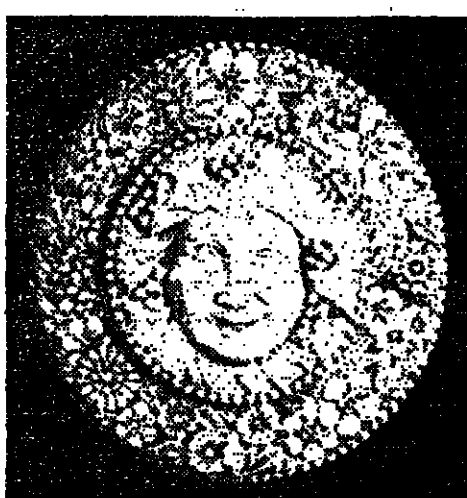
There will be a special viewing for the Fine Islamic Carpets and Rugs (to be sold on 29th March) on Easter Monday from noon to 4 pm.

The galleries will be closed from 4 pm on Thursday 23rd March and will re-open at 9 am on Tuesday 28th March.

Catalogues may be purchased at our salerooms or by post from 2 Merrington Road, London SW6 1RG. Telephone: (01) 381 3173.

Scotland: John Robertson, 19 Castle Street, Edinburgh EH2 3AH. Telephone: (031) 236 5438.

Midlands and the North: in association with Henry Spencer & Sons, 20 The Square, Bedford, Beds. MK43 6DL. Telephone: (0777) 706 767.



Thursday 23rd March at 10.30 am
A circular ivory snuff box, possibly Italian, mid-19th century, 3.5 cm. diameter

SOTHEBY'S BELGRAVIA
19 MOTCOMB STREET, LONDON SW1X 8LB
TEL: (01) 235 4311

Tuesday 21st March at 11 am
VICTORIAN PAINTINGS, DRAWINGS AND WATERCOLOURS, INCLUDING A COLLECTION OF WORKS BY LOUIS WALIN Cat. (117 illustrations) £1.20

Wednesday 22nd March at 10.30 am
PHOTOGRAPHIC IMAGES AND RELATED MATERIAL Cat. (102 illustrations) £1

Thursday 23rd March at 10.30 am
19TH AND 20TH CENTURY ENGLISH AND FOREIGN SILVER, PLATED WARES AND OBJECTS OF VERTU FROM 1837 Cat. (83 illustrations) £1

SOTHEBY BEARNE, RAINBOW
TORQUAY, DEVON TQ2 5TG. TEL: (0883) 26277

Tuesday 21st March at 10.30 am
WORKS OF ART Cat. (12 plates) £1

Phillips

Tuesday, 21 March, 11 a.m.

ENGLISH AND CONTINENTAL FURNITURE, WORKS OF ART, CARPETS

Tuesday, 21 March, 1.30 p.m.

FINE JEWELS

No View Saturday.

Wednesday, 22 March, 11 a.m.

ENGLISH AND CONTINENTAL CERAMICS AND GLASS

Thursday, 23 March, 11 a.m.

POSTAGE STAMPS, GENERAL

PHILLIPS will be closed for Easter from Friday, 24th March until 9.30 a.m. on Tuesday, 28th March.

There will be no sales of Furniture, Works of Art, Carpets or Paintings on Monday, 27th or Tuesday, 28th March. Viewing all day for Oriental Ceramics and Works of Art on Tuesday, 28th March.

PHILLIPS WEST 2
Thurs., 23 March, 10 a.m.

Furniture & Objects
View Wed. 9-7 p.m.

At 10 Salem Road, W.2.
Tel: 01-221 5303.

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The Chartered Surveyors

Valuers for money

by Michael Hanson

When the Prince of Wales visited Brazil earlier this month, it was explained to him that the reason he was holding an investiture in a modern flat bought for the British Ambassador for £191,000 was that the grand old British Embassy building in Rio de Janeiro had been sold in 1975 for £2.2m.

That rather neat property deal on behalf of the British taxpayer was effected by estate surveyors working for the Property Services Agency of the Department of the Environment, which manages government property all over the world.

It is one example of the work of the surveyor in the modern world, and is a far cry from the public image of a surveyor as a man with a theodolite, measuring poles and chains. If history is about maps, then surveying to many people is still about maps who make maps. After all, it was surveyors who set out the Pyramids, who aligned the Roman roads and who mapped the ancient world. Some still do make maps, and the work of the Ordnance Survey is the most respected in the world. But

maps are merely the tools of their trade to most surveyors, to be used as the basis of some other activity involving property, such as identifying the boundaries of a farm for sale, showing the site for a new development of shops or offices, or even granting concessions for oil-drilling (for hydrographic surveyors chart the seas as thoroughly as land surveyors map the land).

Although the motto of the Royal Institution of Chartered Surveyors is *Est modus in rebus*, which is usually taken to mean "there is measure in all things", it is the value of property that is all important today.

If or when a wealth tax is introduced in Britain, it will make more work for chartered surveyors, who will either be employed by the Inland Revenue to value the property and chattels that will be subject to an annual progressive tax, or to challenge the assessments.

It is of some comfort to an already overtaxed nation that has largely lost the incentive to create and husband wealth that there are still many important details to be worked out before a wealth tax can be introduced. In the meantime,

there is still plenty to occupy surveyors in the Inland Revenue preparing valuations for the purpose of local rates, capital gains, development gains or capital transfer tax.

The person to blame for the number of chartered surveyors employed by the Inland Revenue is Lloyd George, for it was his "People's Budget" in 1909 that included a tax on the unearned increase in the value of land, which led the Inland Revenue to advertise for surveyors and to create a Valuation Office. Today that office is the largest valuation agency in the world, with hundreds of surveyors working for it.

Not only does the Inland Revenue employ chartered surveyors, but so do central and local government as a whole. Most local authorities now have a valuation and estates department. As a recent report to the council of the Royal Institution of Chartered Surveyors pointed out: "The future of the valuation surveyor in local authority service seems assured", and the increasing attention being paid to the revival of the inner cities is seen as "a newly identified area of opportunity".

Not all valuation work is carried out by surveyors in the public service, however. Of the 39,000 qualified members of the RICS, almost 20,000 could be described as valuation surveyors, about two-thirds of whom work in private practice. As the same report said: "The valuation surveyor in general practice continues to be the best equipped, both by training and experience, to undertake the general run of valuation work required in our modern society."

That report was a response to the infiltration of other professions into valuation. The involvement of accountants in valuation has tended to increase since the introduction of capital gains and capital transfer taxes. These new taxes have coincided with a period of inflation that has led to many of the traditional concerns of valuation being called into question. There is now a continuous dialogue between the RICS and the Institute of Chartered Accountants about standards for inflation accounting.

Though accountants have long been involved with finance, few would dispute that a surveyor is the best man to value land and

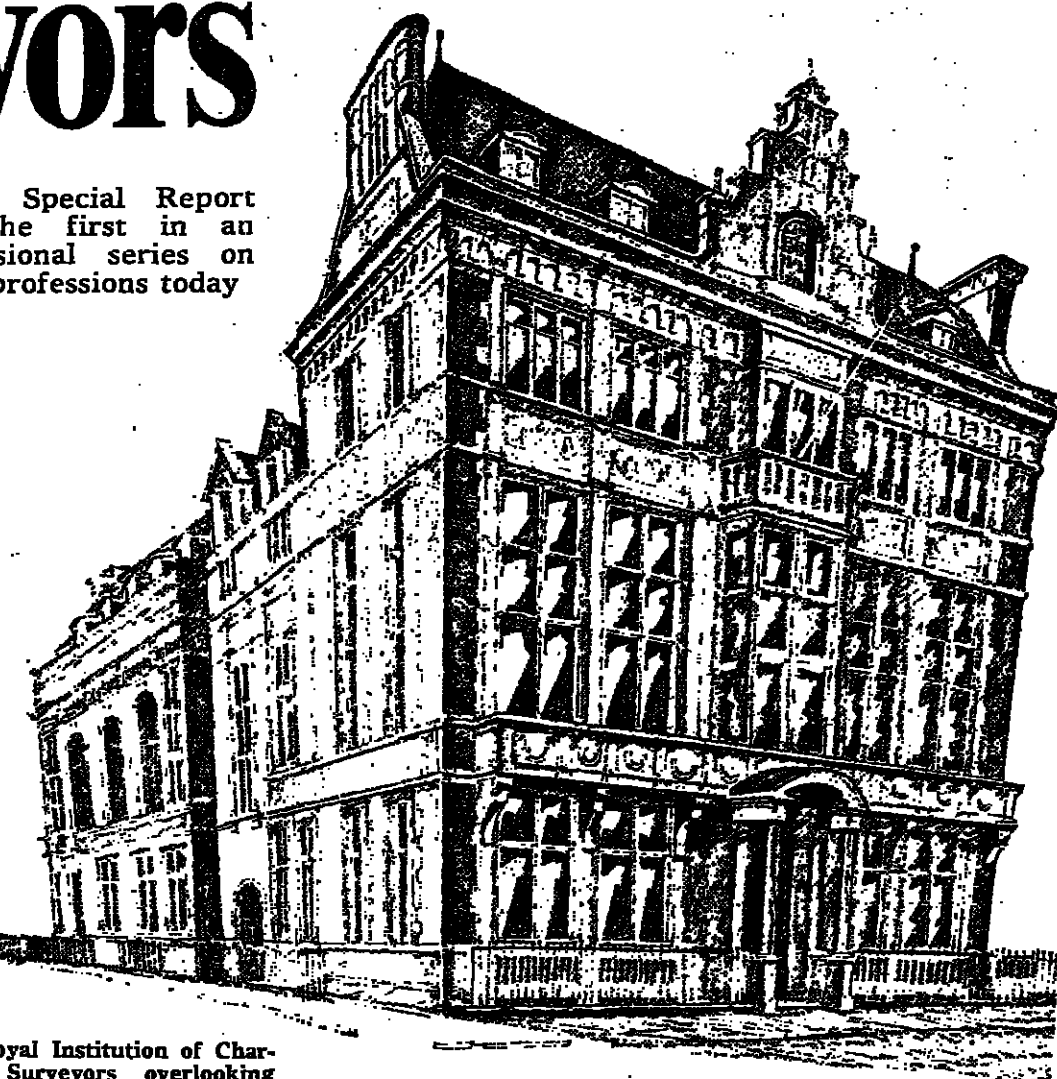
buildings. It is therefore surprising that it was not until the Insurance Companies Act 1974 that there was a statutory requirement for valuation surveyors to be professionally qualified.

One of the problems about public recognition of chartered surveyors has been their very name. Everyone knows that lawyers deal with the law (even if they do not know much about the work of barristers and solicitors) and that accountants handle accounts, but what do surveyors do if they do not measure land and make maps?

This simple question is the object of considerable dispute within the profession. The RICS is seeking to introduce the designation "chartered valuation surveyor" for those members who specialise in valuation work, but this has led another professional body, the Incorporated Society of Valuers and Auctioneers, to protest to the Privy Council.

Several members of the RICS are also unhappy about the parallel proposal to discontinue the use of such designations as "chartered auctioneer and estate agent" and "chartered land

This Special Report is the first in an occasional series on the professions today



The Royal Institution of Chartered Surveyors overlooking Parliament Square, London.
Illustration: Gerry Greaves

continued on page IV

Roots go back as far as 1794

by Patrick O'Leary

In 1868 some 20 men met in London and decided to establish the Institution of Surveyors. Today it is the Royal Institution of Chartered Surveyors, with 39,000 corporate members and more than 13,000 probationers and students.

Down the years the RICS has absorbed a number of other bodies, including the Institute of Mining Surveyors, the Faculty of Surveyors of Scotland, the Scottish Estate Factors, and the Irish Land Agents Society. In 1903 there was a breakaway movement when some

members took part in the formation of the Quantity Surveyors' Association, but they returned to the fold 20 years later.

Probably the most significant move was the amalgamation of the institution in 1970 with the Chartered Auctioneers and Estate Agents Institute and the Chartered Land Agents Society. The process may not be at an end yet; merger proposals were discussed with the Institute of Quantity Surveyors two years ago, but did not receive the necessary majority when its members voted.

The need for surveyors to band together had been acknowledged well before 1868. A Surveyors' Club was

founded in 1794, the Land Surveyors' Club in 1834, and the Surveyors' Association in 1864.

The profession had evolved from a number of different activities, such as the old measurers who paced out land holdings, map-makers, agents who superintended country estates, auctioneers, men in the building trade, and others associated with railway engineers, public works and mining. Consequently there was confusion about qualifications and standards, which left the way open for charlatans.

Leading surveyors felt it was time to protect the interests of clients and their own. In his lively history, *The Chartered Surveying: The*

Growth of a Profession, Mr F. M. L. Thompson comments drily: "The very Victorians who condemned trade unions as vicious, restrictive, futile, and as unwarrantable interference with individual liberty, flocked to join professional combinations."

When the institution was founded, its early members were mainly valuers, estate managers, building surveyors, quantity surveyors and land agents. A correspondent in *The Builder* appealed for "an association which could sort out sheep and goats, and strive to establish public acceptance of its membership as a badge of respectability and reliability", but the new organization was forced to

proceed slowly.

Its future depended on the ability to persuade surveyors that they would benefit by joining, and it was not possible to impose the discipline that is exercised today. Many years passed before a detailed code of conduct was agreed, but an important step was the establishment of professional qualifying examinations, which became fully compulsory in 1891.

Attempts to regulate fees met strong resistance, but a general scale was issued in 1914, and has been revised and extended many times since. Ironically, such scales have now come under attack from the Monopolies Commission.

However, surveyors are

no strangers to juggling along the corridors of power. Legislation of all kinds, from the enclosure Acts to the latest rent restrictions, has affected their business. That was one reason the institution's headquarters was installed close to the Houses of Parliament, and has remained there.

Even in 1872, apparently before the Government and public. "We produce about 25 reports a year," he said. "Among them have been studies on land policy and on housing. Another is going on into planning."

Mr Steel continued: "We are also about to start work on what could be a blue print for the profession in the 1980s, which will be published perhaps next

year. It will consider the role of professions in society as a whole, and the likely ways in which surveying will develop."

On present trends, he said, British surveyors had made good progress in development work in Europe and the Middle East. "There are now about 250 members living and working in Europe, and a similar number based in the United Kingdom also work in Europe."

There had been discussions with other European Community countries on mutual recognition of qualifications, but on the Continent different kinds of surveyors belonged to separate organizations. Britons, however, had found few impediments

to practising in Europe, except in France which had passed a law saying foreigners not working there before 1973 would have to obtain French qualifications before practising as estate agents.

Members of the institution are active in multinational bodies, notably the International Real Estate Federation, the International Federation of Surveyors, and the Commonwealth Association of Surveying and Land Economy. One aim of the commonwealth association, founded in 1969, is to encourage the establishment of professional bodies and educational courses in countries where most surveying was done formerly by expatriates.

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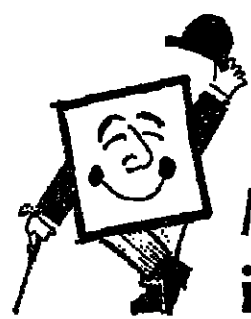
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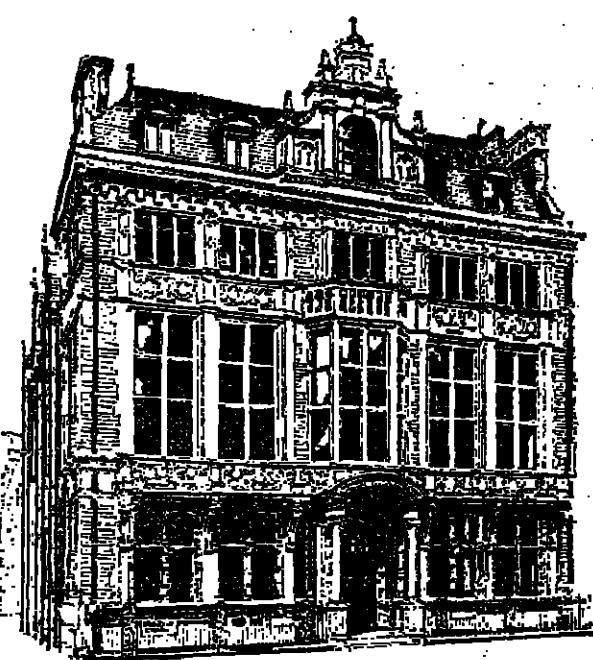
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BEST WISHES TO THE RICS ON THE REOCCUPATION OF ITS WESTMINSTER HEADQUARTERS

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Return after exile

by Patrick O'Leary

In January the London staff of the Royal Institution of Chartered Surveyors returned to the premises overlooking Parliament Square from which they had been exiled for nearly two years. The headquarters at 11/12, Great George Street has been extended and refurbished at a cost of about £1.7m.

Its main frontage was designed in the 1890s by Alfred Waterhouse, architect of Manchester Town Hall and the Prudential Assurance offices in Holborn. It has a confident if slightly fanciful air, the freshly-cleaned stone, brickwork and stained glass contrasting with the Treasury and Middlesex Guildhall nearby. This bold frontage masks an assembly of buildings from other periods.

On one side, down Great George Street, is a 1760 house acquired by the institution in 1900. Its preservation was one of the hardest parts of the restoration.

On the other side, round the corner in Little Sanctuary, is the bow-windowed addition to Waterhouse's work designed by his son, Paul. Next to this now rises a new wing providing some 19,000 sq ft of space to bring the total to more than 60,000 sq ft.

Red brick and lead were used in this extension to harmonize with the original facade, and it does not intrude on the skyline. However, a roof terrace has been installed from which privileged guests can gaze at Big Ben and the clock tower of George Canning, Sir Winston Churchill and other statesmen commemorated in Parliament Square.

Until 1939 this view was blocked by offices on the other side of Little George Street. But Middlesex County Council, with descriptions from the RICS, the Pilgrim Trust, London County Council and the Treasury, acquired the site and added it as open space to Parliament Square.

Inside the headquarters, the effects of restoration are more apparent. An uncon-

promisingly modern reception station guards the way to the Victorian staircase with its marble pillars.

In the Georgian section, double-glazing reveals that an outer original window sill slopes sharply downwards with its modern partner. One of the shocks awaiting the restorers was to find that in places the building was 5in out of level in a space of 25ft.

The floor of what is now the members' bar and lounge also has a disconcerting slope, but it is worth braving this to admire the antique brass chandeliers. Possibly the most painstaking task was that of two craftsmen who spent weeks stripping layers of varnish from oak panelling in the conference room to restore its true golden beauty.

Had it not been for changing tastes, their efforts would not have been required. In 1962 the institution secured approval in principle from the LCC and the Royal Fine Arts Commission for a new building on the site.

But demolition was held up by appeals for replanning Parliament Square. These were dropped, but by the time the situation was clarified, conservation had become fashionable and Victorian architecture had acquired an old world charm.

When it was decided in 1974 to renovate and extend the existing buildings, a further complication arose. Because of the Community Land Act and the impending introduction of development land tax, it was essential for all the necessary building permits to be obtained before April 5, 1976.

Since the Georgian building is listed as of architectural and historic interest, and because of official sensitivity about any development impinging on the Westminster scene, plans were subjected to special scrutiny. They had to be approved by the Royal Fine Arts Commission, Westminster Planning Committee, and the Greater London Council Planning and Historic Buildings Committee.

The architects concerned, Rolfe Judd Group, said: "When in early February, 1976, listed building con-

sent was finally agreed by the GLC, the normal postal procedures between the GLC, Department of the Environment and Westminster were short-circuited with the cooperation of the offices involved, and a few weeks of correspondence condensed, through delivery by hand, into a few hours.

It is possible this bureaucratic hurdle owed some credit to a number of the officials being themselves members of the RICS.

Mr Anthony Judd said: "The project raised just about every problem there is both of refurbishing and of building. The foundations are on what was originally the marsh surrounding Westminster Abbey; as the piles went down, so water came up."

The contractors were A. E. Symes Construction, and their parent company at the time went into receivership 18 months ago, just when the new building was rising and we wanted to get it watertight. However, A. E. Symes then became part of the John Willmott Group and work continued with the same staff.

Apart from the architects and contractors, Haslemere Estates acted as project managers and agents for the RICS. Close Morton & Partners were the quantity surveyors, and Brian Griffiths and Associates were the consulting structural engineers.

The project also involved 35 sub-contractors and suppliers, their contributions ranging over such varied work as installing precast flooring, treating rotten timber, and matching existing wrought iron railings in the Georgian house.

As work progressed, hidden defects in the existing structures were revealed and rotten timber had to be replaced with steel beams. When it was all over, some 120 staff moved back into their refurbished offices. They had taken temporary refuge in 29 Lincoln's Inn Fields, which housed the Chartered Auctioneers and Estate Agents Institute until it amalgamated with the RICS in 1970. This building has been sold to help to pay for the improved headquarters.

Estate agents welcome Bill to control them

by J. R. Thomas

The estate agent in the RICS is a highly qualified valuer and many chartered surveyors are also estate agents. As a result, a high proportion of the members of the general practice division, whom I represent, practise estate agency; many perhaps even more important to the client with house agency.

They meet directly the general public to a greater extent than most other professions. Consequently, they are, with other estate agents, often in the news—in the press, on the radio, on television. Much of the criticism levelled at estate agents by the media concerns matters mostly outside their control. For example, rises in house prices, shortage of mortgage funds, gazumping, and delays before contract, to quote a few.

It cannot be denied that misbehaviour, sharp practice and bad advice give rise to criticism and do occur; but, unlike some professions, the professional bodies do not have the power, in cases of misconduct, to deprive the miscreant of his livelihood. The function of estate agency, unlike, for example, law or architecture, is not registered by statute. All that is at risk, so far as the individual is concerned, is the loss of a professional qualification. As a result, the misbehaviour of a few, whether qualified or not, tends to tarnish the reputation of all.

Home ownership, now encouraged by all the significant political parties, will increase—the qualified estate agent must ensure that he is able to meet all competition both in the residential and commercial markets. The responsibility RICS members carry is enormous, and it is our task to show by our behaviour and integrity that the public interest will best be served by seeking advice from agents who are qualified to provide that advice where it is sought.

In commercial estate agency, the chartered surveyor's knowledge and skill are internationally respected. Few countries have a professional organisation structure comparable with the RICS and as a consequence the independence of the chartered surveyor is realized increasingly as a marked advantage in the client's interest. While in the residential market the advantages of using professionally qualified advice are clear, they are perhaps even more important to the client in commerce.

Guidance on, for example, shopping centre schemes, office block developments, industrial complexes and the land taxation impact of such undertakings are areas where the experience and knowledge of a chartered surveyor become a necessity.

The chartered surveyor as a valuer and estate agent enjoys great respect for his integrity and ability. His worth as a valuer is at the core of the profession of a chartered surveyor irrespective of the division to which he is attached. His advice is sought throughout the Commonwealth.

Many general practice firms have offices, or are represented, in foreign countries where there is an active property market. His independent advice, when acting specifically for purchaser or seller as a valuer and estate agent, stands supreme in countries where previously only the brokerage services have been available.

Our standards of conduct and procedure have been prescribed in the public interest and qualified estate agents observing these, or their equivalent elsewhere, are raising standards for the public benefit. Any idea therefore that these guidelines are restrictive and unnecessary is misplaced. Unfortunately no such standards are at present imposed on those in practice who choose not to be attached to a governing body. As a result, sharp practice, the non-disclosure of interest from acting as agent, and inadequate advice, can occur without sanctions being available.

Hidden last month among the welter of proposed legislation, and sponsored as private member's Bill, lies the latest attempt, the Estate Agents Bill, to intro-

duce a measure of control into agency legislation.

Much research has been undertaken by the Department of Prices and Consumer Protection in conjunction with the profession by the principles behind the Bill were taken up by Bryan Davies MP.

The profession of land made its first attempt to introduce legislative control in 1888. Many a great endeavour failed. Failure has been caused by lack of agreement among us, although in 1963 Parliament voted 54 to 6 to favour a Bill to regulate the profession of estate agency. Reg-

ulation of estate agency has been an attendance of 100 members in the House on voting day.

It is clear that Parliament was not then aware of dangers of allowing it to set-up an estate agent's profession. Now it is both Houses. Now it is that, through increased publicity to the law, the situation has changed. Parliament has prepared to give support.

Significantly, one standing difference between the situation then and now is that the bodies representing estate agents were divided. Today, while varying opinions in their determination to see the Bill passed.

The following may be described as the significant proposals. Agents hold deposits in an account; notify client the basis of their charges; be covered approved indemnity insurance for deposits; those any beneficial in the property offered.

In addition, under the Bill, agents will be liable for acting as agent from acting as agent. The Secretary of State have power to require order minimum standards of competence to be set by those wishing to be estate agents.

The author is president of the National Practice Division of the RICS.

Not enough depth to those charts

by David Haslam

Interest in the North Sea as a source of hydrocarbons began soon after the discovery in 1959 of a huge natural-gas field in the Groningen province of the Netherlands. The first requirement was for basic charts but the simultaneous development of oil (very large crude carrier) vessels with double the draught of conventional tankers, and of equipment to explore hydrocarbons in waters as deep and as exposed as the North Sea, found all national hydrographic offices ill-equipped.

On land, anyone wishing to build a factory or sink a mine in Britain will turn first to a modern, large-scale Ordnance Survey map and then employ land surveyors for the detailed surveys required to determine the nature of the foundations, slopes and construction design. At sea, the Hydrographer of the Navy has produced charts of the North Sea as part of the Admiralty's worldwide series for over 180 years, but, in 1959, the largest-scale chart of the central North Sea was on a scale of 1:658,000—about 10 miles to the inch, and the few depths shown were mostly taken by hand earlier; large portions were quite uncharted.

The chart was quite adequate for the shipping for which it was produced, since ships' draughts had not changed significantly and all obstructions likely to endanger such ships were thought to have been found. With a fleet of only 13 survey ships to meet the worldwide needs of British warships, merchant ships and others increased the sea, their efforts had been concentrated in areas with an unstable seabed and where new trade routes required better charts. There were very few experts outside national hydrographic offices with knowledge of surveying offshore and no civil hydrographic training schools.

Before any extensive North Sea exploration had begun, most of the states concerned had agreed on their mutual continental boundaries within which each would allocate exploration licences; they mostly used median lines, equidistant from the low-water lines as shown by surveyors on which British charting was based could not be connected by accurate distance measurement across the North Sea to the datum points used on the Continent, to ensure the accurate physical location of the agreed boundaries. It is only since American satellites became available recently that surveyors have been able to connect precisely the land-massess surrounding the North Sea.

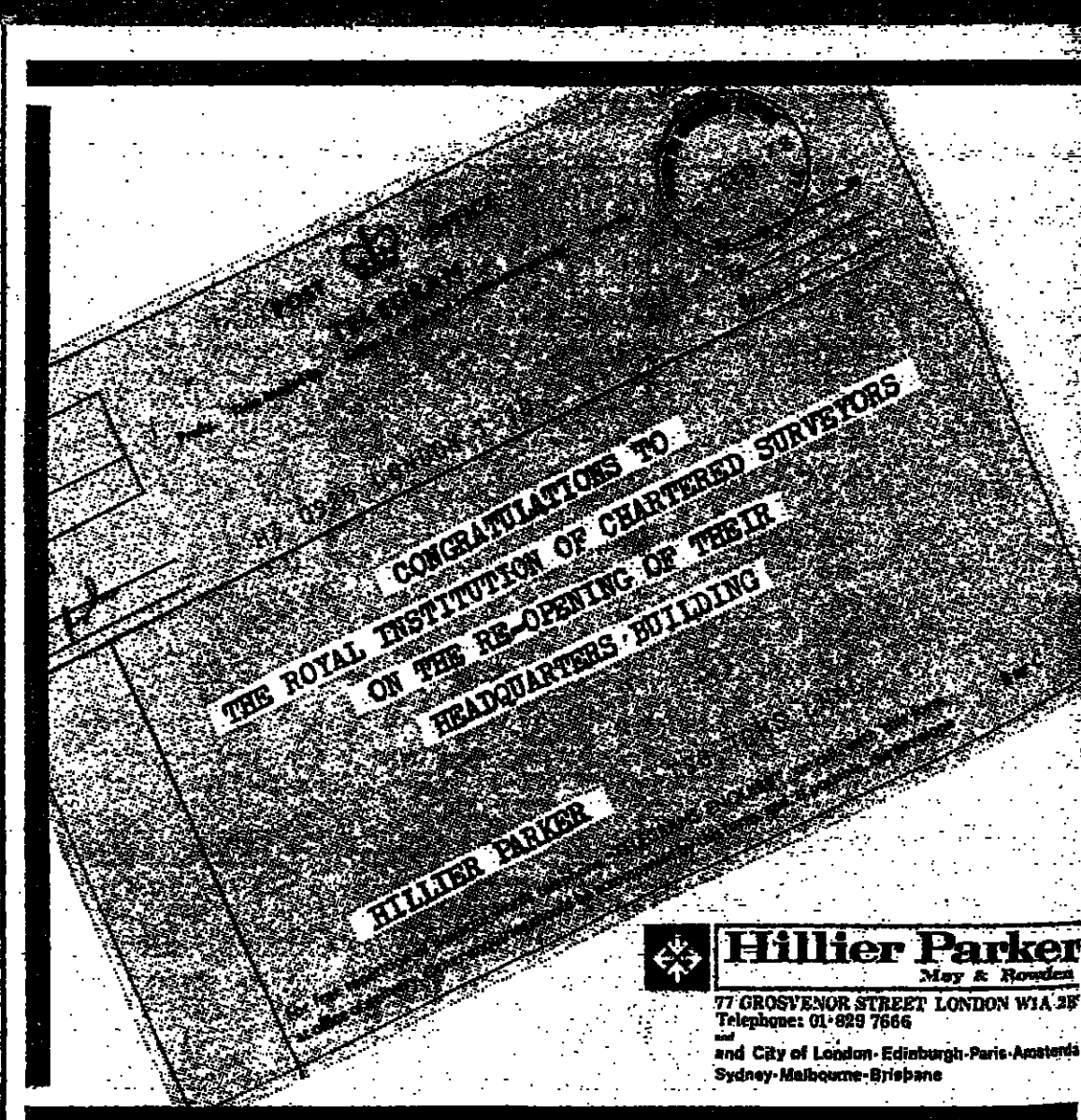
The first British exploration licences were allocated in September 1964 and the sudden demand for geophysical and hydrographic surveys with offshore experience led to a rapid build-up of the private sector. The Department of Energy funded a reconnaissance study by the Institute of Geological Sciences and some work by Royal Naval surveying ships in the mid-1970s but thematic charts of the geological composition of the North Sea were unavailable when commercial surveys were started in 1964.

The routes along which oil and gas would be piped ashore from the central North Sea sites could not be planned in the blank, unsurveyed, areas and private surveyors had to survey narrow routes using echo sounders, sidescan sonars and seismic profiling equipment and then guide the pipe-laying barges along these narrow strips. Such surveys, although well meeting all the requirements of the construction work involved, did not necessarily locate all the obstructions near by.

Some 12,500 known wrecks remain to be positioned exactly on the British continental shelf; in 1977, Royal Naval surveying ships found over 100 previously unknown wrecks in two small areas alone and there are undoubtedly many more potentially dangerous to vessels bringing hydrocarbons across the North Sea along routes hitherto unused. Commercial surveys of the new oil terminals at Sullom and the gas pipeline to the Royal Naval surveys in 1977 and a new chart has just been published. The production sites in the North Sea are virtually new ports, offshore and special large-scale charts have been added to the Admiralty series. But, less than a fifth of the British sector of the North Sea is yet surveyed adequately for vessels and much surveying remains to be done.

With surveyors from so many disciplines—in addition to the land and hydrographic surveyors of the RICS—playing such an important role in the North Sea and elsewhere in the world, the Hydrographic Society was formed in 1972 to act as an international catalytic forum for the exchange of knowledge and ideas on surveying at sea. The importance of the surveyor's role is illustrated by an abstract from a recent United Nations report: "Those responsible at the highest level in government should recognize that, in the marine environment, there can be no exploitation of resources without exploration and there can be no exploration without hydrographic surveying."

Read-Admiral Haslam is president, Hydrographic Society.



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Measuring up to the job

by Robert Steel

To understand how surveyors contribute to the development or exploitation of natural resources, it is necessary first to comprehend the scope of their many-sided profession.

Many centuries ago in ancient Egypt, surveyors set out the Great Pyramid with amazing precision and others made cadastral surveys to establish titles to land. These ancient skills in the measurements required for delineating boundaries or for constructing great works were the precursors of the practices we now know as land surveying.

The modern land surveyor, of course, uses much more advanced equipment and has extended his interest to a much wider range of activities, including photogrammetry, remote sensing, laser measurements and digital cartography.

Nowadays, in addition to surveys of land, he undertakes highly complex work concerned with the shape of the earth, the configuration and behaviour of the oceans, and the tracking of satellites. In the process of map-making, he may specialise in geodetic surveying which provides major control systems for national and international mapping; or topographical surveying which provides data for portraying the physical features of the earth on a map; or engineering surveying which provides data for a variety of construction operations; or cadastral surveying for delineating property boundaries and for land registration; or hydrographic surveying for the purpose of charting rivers, harbours, seas and oceans to facilitate navigation or the execution of construction work.

But, in whatever area he operates, the ultimate purpose of the land surveyor's work is the production of a map, a plan, a chart or possibly a tape—as an essential preliminary to the development of resources, or a useful tool for land administration, or an invaluable source of information for planners or tourists or a host of other map users.

In Britain, however, the surveying profession has progressively moved during the past 500 years into other areas besides surveying and mapping. As long ago as 1523, Fitzherbert described the surveyor as an overseer concerned mainly with the use and development of land and the construction and maintenance of buildings, rather than with land measurement. This trend was consolidated from the sixteenth

century onwards by land extraction: and with the reforms and the growth of environmental aspects of large agglomerations which surveyors were employed to manage. Later, with the growth of towns, surveyors also became expert in the planning, development and management of urban estates.

The surveyor's concern with mapping and with the use and development of land gives him a key role in the exploitation of natural resources—because he is concerned with the use of land for agriculture, forestry and recreation; with the placing of buildings or structures upon the land for industrial, commercial, residential and other uses; with the extraction of minerals from the land; with the exploitation of resources and with the protection and improvement of the environment.

Land surveyors provide essential information for physical planning and for all forms of development. They provide the maps which identify land and mineral resources, and—particularly in developing countries—they provide an essential means of identifying land ownerships and property boundaries. About half of all chartered land surveyors work outside the United Kingdom, mainly in the Middle East and in the developing countries of Africa, the Caribbean and the Pacific. Most of these countries are deficient in national mapping, and extensive mapping programmes are being carried out (many of them as aid projects) by British surveying companies and the Directorate of Overseas Surveys.

Taking the world as a whole, there is a huge potential demand for hydrographic surveys as the result of extending national economic boundaries to 200 miles offshore, with the consequent opportunity to exploit mineral and other resources in and beneath the surrounding seas.

The actual winning and working of minerals is the province of mineral surveyors, the least numerous but no means the least important group within the RICS. They are concerned with an amazing variety of products, ranging from oil, natural gas and coal to sand and gravel, china clay and ironstone, and bauxite and copper.

The mineral surveyor is concerned with the identification and quantification of these and other minerals; with the contractual rights to work them; with their efficient and economic

extraction; and with the management of the estates both extraction and restoration. The land agent, as equally concerned with the extraction of any minerals within his bailiwick; and he will be particularly interested in the restoration of the land for agricultural or other uses.

The principal role of the chartered surveyor nowadays, however, is the promotion of successful agricultural operations, the development of forestry, and, increasingly, the use of rural land for recreation, whether for traditional sports such as shooting, fishing or mountaineering, or for more communal activities in game parks, countryside parks or the like.

In many developing countries the development of land resources is impeded by traditional systems of land tenure which stand in the way of land improvements or even the execution of public works. Here the surveyor experienced in land administration has a contribution to make in devising reforms to remove obstructions while still respecting local traditions, which often place land at the heart of the social structure.

On the urban scene, the chartered surveyor in Britain is concerned with the management and development of private and public estates or individual projects; and, since the war, he has played a leading part in building the new towns and the planned expansion of existing towns. The new challenge is the rehabilitation of inner city areas, where the attainment of economic viability is an elusive goal.

Although more people are now emphasizing the need for urban renewal, surveyors have been playing their part for years in conservation and rehabilitation as a means of maintaining the nation's investment in the existing urban fabric; and the RICS, in conjunction with The Times, has made Conservation Awards for meritorious projects.

This brief survey of surveying as practised in Britain suggests that those countries which have followed the British pattern have a fair chance of making better use of their natural resources than other countries which have not developed the same range of professional skills.

The author is secretary-general, The Royal Institution of Chartered Surveyors.

by David Crawford

Budget pruning, even by some of the wealthiest powers of the Middle East, and that region's increasing attraction for consultants and contractors from Japan, Korea, North America and West Europe have created fiercely competitive conditions for Western firms looking for work.

As cost control and economic analyses steadily become a more important consideration, the one person who seems to be benefiting is the British quantity surveyor, the independent economist of the building team.

More than 30 British quantity surveying firms have one or more Middle East branches, nearly half of them in the United Arab Emirates, Bahrain and Qatar, which introduced the quantity surveyor as a team member on government contracts and has resulted in there being government quantity surveying departments in Bahrain, Oman and Qatar. Again, British architects have been heavily involved in Middle East development for 30 years and have brought quantity surveying firms with them.

But, even though other British consultants now have many rivals, the value of

invisible exports, given that the quantity surveyor, as an independent cost control consultant responsible solely to the client, is a uniquely British and Commonwealth institution.

In other countries, the quantity surveyor does not exist; in the United States, for example, the costing exercises involved in construction are normally carried out within the organization of the contractor who bids for the job. Why, then, should the essentially British quantity surveyor have become so much in demand where non-British architects, consulting engineers and contractors are increasingly in evidence?

There is, of course, the long British political tradition in the Middle East, which introduced the quantity surveyor as a team member on government contracts and has resulted in there being government quantity surveying departments in Bahrain, Oman and Qatar. Again, British architects have been heavily involved in Middle East development for 30 years and have brought quantity surveying firms with them.

But, even though other British consultants now have many rivals, the value of

Riches in the east

the quantity surveyor has come to be widely appreciated and the client often insists that he is a member of the building team.

"Middle East clients are used to the idea of working with the British quantity surveyor", Mr Jim Wickenden says. He is a partner in the Hanscomb Partnership, which has worked with other consultants of many different nationalities in countries as diverse as Iraq, Abu Dhabi and Libya.

Increasingly, too, the non-British consultant or project management firm coming into the Middle East is seeing the sense in having an experienced building economist—a point emphasized by Mr Derek Lawrence of Langdon and Every, which has offices in Egypt and throughout the Gulf and is at present engaged on a multi-million pound hospital for Riyadh, in Saudi Arabia.

So there is now nothing unusual in finding a British quantity surveying firm working in the Middle East as part of a multi-national consortium (a bonus is that English tends to become the common language in these set-ups).

However, British quantity surveyors are having to adopt an increasingly flex-

ible attitude to the kind of work they carry out and the way in which they do it. Measuring up to a proposed building, checking tenders, valuing work in progress and exercising overall cost control cannot be done in the same way as in the familiar British lines, and new systems have been introduced to suit individual countries or clients.

Too much individuality could result in difficulties. The Royal Institution of Chartered Surveyors, having (about a year ago) sent its secretary and president on a fact-finding tour of the Middle East, now plans to produce the first comprehensive international guide to the measurement of building work and thus provide an equitable basis for obtaining tenders and paying contractors and sub-contractors as work progresses.

Flexibility is also important in the quantity surveyor's attitude to what constitutes his job, as has been pointed out in an article in *QS Week*, by Mr Chris Meyer, senior partner in Widnell and Trollope, whose casebook includes harbours and airports in Libya, the Dubai Trade Centre and hotels in Saudi Arabia.

"As the safe arrival of materials is of paramount importance", he wrote, "it

is not uncommon for a quantity surveyor to become involved in the ordering process, facilitating passage through customs and, where necessary, endeavouring to get priority for unloading at the docks."

Another profitable aspect of the British quantity surveyor's flexibility is his willingness to tackle jobs widely different from the traditional role of the quantity surveyor in building—for example, agricultural development of the kind that will increasingly be needed in some countries to feed their oil-rich, but often less fertile, countries of the region.

In Sudan, Timms Eida has recently been engaged by a leading British company to investigate the economic feasibility of a 150m livestock and farming scheme comprising a million-acre cattle ranch together with a 30,000-acre farm and associated slaughter houses, canning plant, social and community facilities and necessary back-up services.

Being outside the normal run of traditional work of the quantity surveyor, this scheme could well be an important pointer to the future of the profession

(North Yemen is another potential "garden" of the Middle East). It is equally relevant that Timms Eida, unlike the other firms mentioned, is fairly small—based in rural Kent with only two principals, and a single resident surveyor based in Muscat.

Clearly, then, it is not just the bigger firms of quantity surveyors which are capable of making roads into the Middle East market. Much of the pre and post-contract documentation and valuation of work involved can be carried out, at the end of a telex, in Britain, so keeping the firm's costs down.

The Middle East is far from being the end of the road for some of Britain's enterprising quantity surveyors. At least one large London practice has staff working in the United States, the result of links forged while working with Americans in the Middle East.

The writer is editor of *The Architect* and author of *Getting Work in Opec: a Guide to Opportunities for Contractors and Building Professionals*, published by the Architectural Press.

Practical training complements high academic standards

Everyone who becomes a chartered surveyor spends at least part of the five or six years required in earning and learning. But in the Middle East, while many more in British offices are engaged in back-up work on Middle East projects, the result is one of Britain's most impressive

can enter by graduates entry scheme and take the special examinations (preliminary and final) while working for a minimum of 18 months in employment which meets the requirements of the institution.

It adds: "In all the above cases, after obtaining the final or equivalent examinations, you will be required to pass the test of professional competence which takes place over two years (three for quantity surveying)."

In addition to information available from the institution, the Employment Service Agency issues through the Stationery Office a 40p booklet, *Surveying and Auctioneering, Valuation and Estate Agency* in its Choice of Careers series. Although there is only one chartered body, surveying is not a closed profession and the booklet lists other organizations in the profession responsible for examinations.

The agency says minimum entry requirements vary, but all stipulate that prospective students should have passed examinations in English and mathematics among other subjects.

For those without the required academic standards it is possible to embark on a career as a surveying technician. He is normally employed by, or works under, a professionally qualified surveyor in his own division of surveying and is a specialist in one or more aspects of the work within that division.

Technicians have their own society, although they can become qualified surveyors by passing the necessary examinations later in life. But the main purpose of the society and of opening up a career structure for its members is to improve their own standards and conditions. A few years ago about 30 per cent more people were

entering RICS courses than at present. Jobs became harder to find after the property boom collapsed, but surveyors did not suffer the mass unemployment experienced by some others in the construction industry.

However, it is not easy to find vacancies in such divisions as land surveying, minerals, land agency and agriculture. In these, there are usually more opportunities for graduates than those attempting direct entry.

Girls are becoming surveyors in steadily increasing numbers, some going in for branches which entail fairly rugged field work. At Paisley College of Technology, the intake of eight girl students for its land economics degree last year was double the figure for 1976. But a lecturer said: "The profession is even more conservative than the law in accepting women."

Some 500 students sat for RICS examinations overseas last year. In addition, Commonwealth countries are encouraged to set up their own schemes.

Many universities, polytechnics and technical colleges in various parts of Britain offer courses in surveying and allied subjects. Some are sandwich courses, and day release and evening classes are also available, as well as tuition by correspondence.

One of the newest degrees on offer is in land economy at the University of Aberdeen. An establishment familiar to thousands of surveyors was the College of Estate Management, which merged with the University of Reading to form a faculty of urban and regional studies.

Since every man or woman must pass the test of professional competence, choice of employer can be decisive in shaping a career. The RICS gives warnings: "It is important to bear in mind that possible

employers differ not only in the type of work they offer, but also in their methods of training."

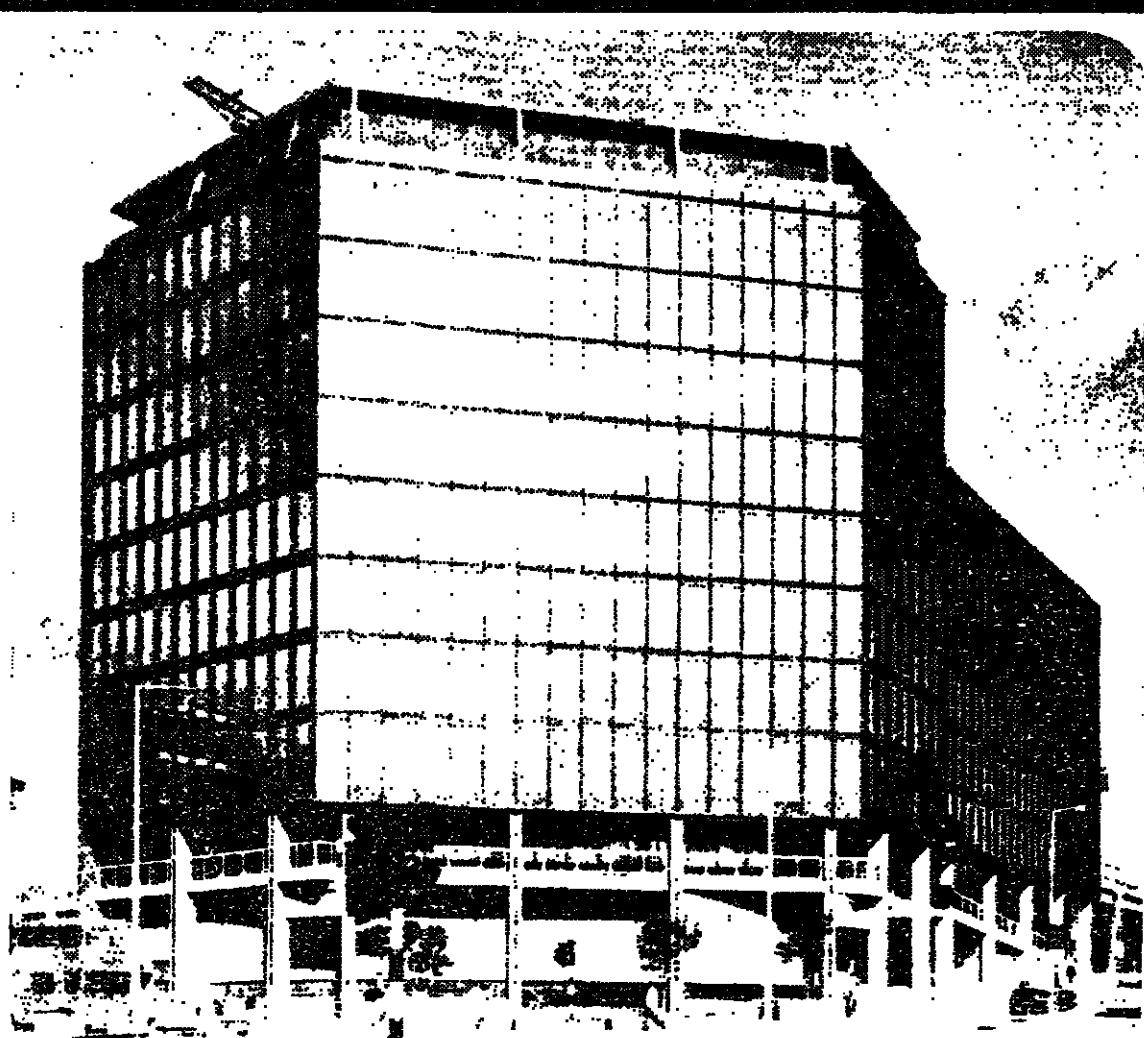
Many entrants join private firms of surveyors, or work in the appropriate department of large companies or property developers. Some government departments have their own training schemes. This could mean a post in the Inland Revenue, Ministry of Defence, a local council, a new town development corporation, the National Coal Board, British Rail Property Board, Highlands and Islands Development Board, or a number of other organizations.

A few graduates become teachers or undertake research. But, whatever the route and wherever the destination, the institution underlines: "Every potential chartered surveyor must have academic knowledge, also breadth of professional training."

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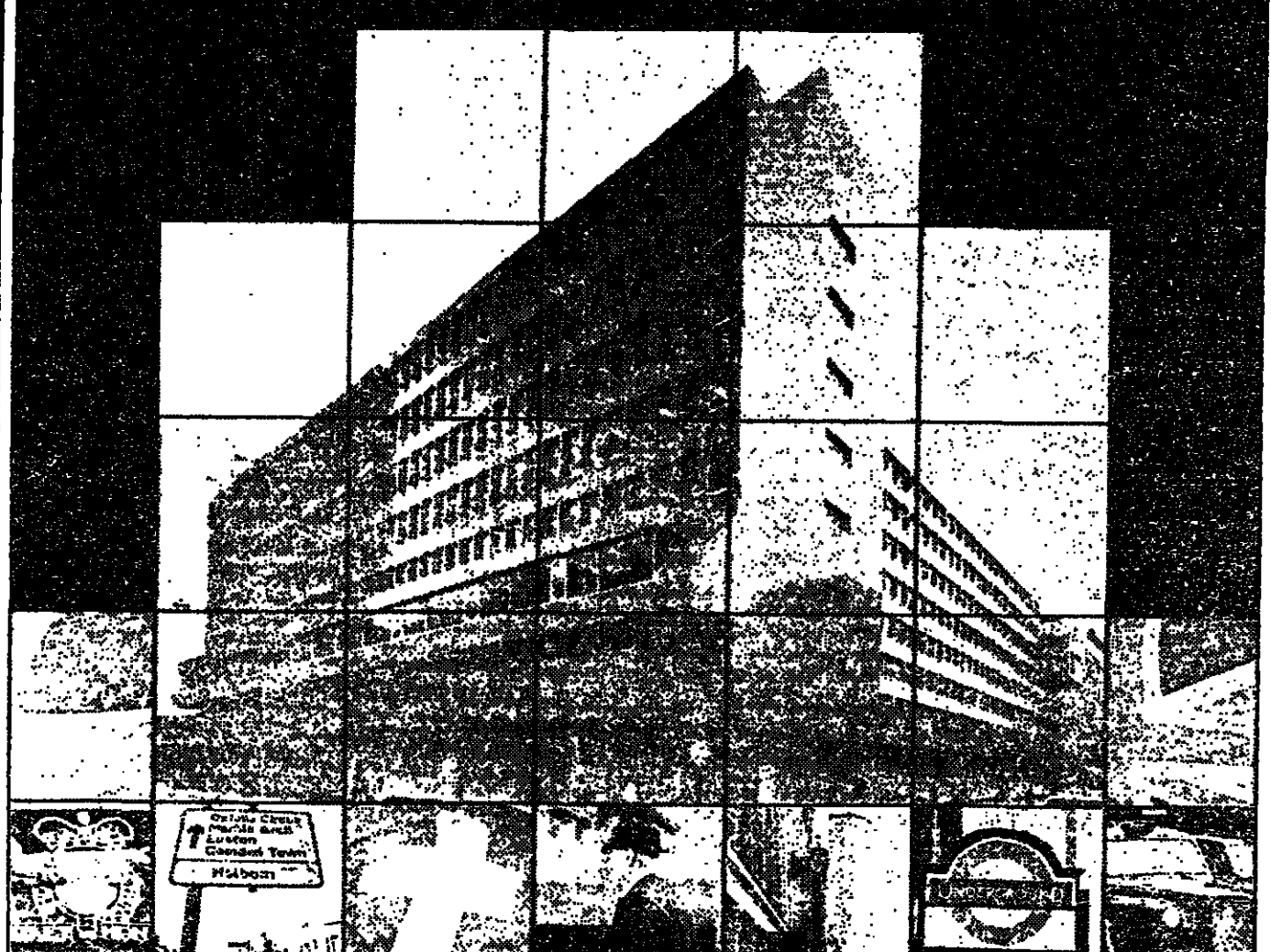
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*Healey & Baker
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The
Royal Institution of
Chartered Surveyors
on the reopening
of its
refurbished headquarters*

by John Young

Land surveying has always and inevitably been the most glamorous side of the surveyor's profession. It conjures up visions of intrepid men in khaki shorts, hacking their way through untrod jungles to plot the contours of uncharted volcanoes, map the courses of unknown rivers and perhaps tumble upon lost monuments of ancient civilizations.

The great Victorian explorers were, qualified or not, surveyors. The essential purpose of men like Speke, Burton and Livingstone, or at least the task demanded of them by their sponsors, was to chart the unknown, to reduce legend to fact, to fill in the great voids in the picture of an unknown continent.

Even today, when most of the world is charted down to the smallest detail, something of the romance remains. Aerial surveys and computers may largely have replaced the gallant figure with sextant, compass and tripod, but even the most mundane task of plotting a new housing estate is surely more satisfying than assessing a new bathroom in Hampstead Garden Suburb.

Because of its connotations with Empire and exploration, the Ordnance Survey has traditionally had a strong military connexion. The navy, through the Admiralty Hydrographer,

still carries responsibility for marine surveys and until recently the army fulfilled the same function ashore.

The Ordnance Survey grew out of the former Board of Ordnance and, as recently as the end of the Second World War, most topographical jobs were occupied by army officers. Today the military presence is down to about a quarter, and Mr Walter Smith, the present director-general, is the first civilian to hold the post.

Mr Smith is a stocky, engaging and articulate man, who looks as though he could hold his own. After qualifying as a chartered surveyor in 1951, he spent several years in Africa before joining the Ordnance Survey in 1955. He has since held a variety of posts, ranging from Pakistan to South America, and was a two-year stint at the United Nations.

His membership of the RICS has included a spell as chairman of its Land Surveyors' Committee. Although land surveyors constitute less than 3 per cent of the institution's membership, their function is much cherished and zealously guarded, apart from military appointments, all the senior managerial posts in the Ordnance Survey are occupied by chartered surveyors, and membership of the RICS is a condition of employment in those grades.

At present the Ordnance Survey employs 22 chartered surveyors, who include five of the six regional controllers. Their functions include the supervision of field work, cartography and the increasingly important computer services.

Mr Smith divides his organization into three main departments. The first is "establishment", or, translated from the jargon, management, which includes the control of the central computer.

The second is marketing, planning and development: public relations or, in his words, "attempting to match resources to user needs. We try to do what society wants us to do."

The third organizes surveys and the production of maps. It directs the work of about 1,000 survey staff, dispersed in 170 offices throughout Britain, whose main task is to monitor changes and development and to keep maps up to date.

The head office, in Southampton, also comprises three sections responsible, respectively, for aerial surveys, cartography and printing. The last of these, also managed by a chartered surveyor, undertakes printing not only for the Ordnance Survey but also for a number of other government departments, including the Ministry of Defence, the

Ministry of Overseas Development and the Civil Aviation Authority.

Apart from the technical detail involved, the production of maps is a complex business. The general public is familiar with the traditional one-inch surveys, but there is a whole range of others.

At one end of the spectrum are the large-scale maps, at anything up to 50in to the mile, which the public seldom needs or sees. They cover mainly, though not exclusively, urban areas, and are primarily intended for use by bodies such as the Land Registry, local authorities, government departments and public utilities.

Their preparation preempts about three quarters of the Ordnance Survey's current budget of some £24m.

At the opposite end are the small-scale "route planning guides", mainly intended for recreational use, which are revised annually. The collection of facts on any given piece of land will, he feels, make easier future planning developments.

As a chartered surveyor, he feels that the RICS has an important role as an examining body, a learned institution and an organization that demands professional standards. The Empire may have shrunk since the days of Speke and Livingstone, but their ghosts would probably agree.

Behind the scenes

For most people surveyors are, compared with, say, lawyers or accountants, shadowy figures. Those most commonly encountered are estate agents in private practice and, for the average person, the sale or purchase of a house or flat is scarcely an everyday transaction.

However, there are a great many surveyors whom the public may never meet but whose work has an important bearing on their day-to-day lives and surroundings. They are those employed in the public sector—in government departments, local authorities and nationalized industries.

Their most obvious functions, perhaps, concern rates, council rents and capital taxation. But they are also closely involved in nearly all large-scale development projects, including roads, housing, shopping centres, schools, hospitals, factories, office buildings, airports, parks and mining operations.

Today nearly one third of all surveyors, that is to say, full members of the Royal Institution of Chartered Surveyors work in the public sector. Most of the organizations which employ them are notably keen to emphasize their close links with the institution and to publicize their training schemes which, they maintain, are a fruitful and

highly regarded source of new membership.

The Inland Revenue Valuation Office claims to employ more chartered surveyors than any other organization. At the last count, its professional staff numbered just over 2,100 of whom the great majority were RICS members, together with some 500 trainees.

Officials prefer to play down their connexion with the Inland Revenue. They see their function as that of a general public valuation office, acting not infrequently as an agency, and by no means concerned solely with extracting income for the national exchequer.

More than half their work consists in assessing almost every property in the country for rates, a task widely assumed to be the duty of local authorities, who in fact are responsible only for determining the poundage. At the time of the last national revaluation, in 1973, there were well over 20 million such properties, of which nearly 17 million were domestic.

Nor is it a once-and-for-all task at given intervals. Since 1973, some five million properties have been revalued, and about 200,000 appeals have been heard by the Lands Tribunal.

The task of valuation is a detailed one, since every

dwelling must be assessed individually. For instance, even in a row of apparently identical terrace houses, allowance must be made for a central alleyway used by dustmen to collect rubbish bins and the consequent disturbance to the neighbouring occupants.

At a higher level the Valuation Office plays a significant part in determining government legislation and practice. It advises not only on taxation and compensation but on matters such as relations between landlord and tenant and likely future trends in the property market.

It is primarily responsible for assessing the cost and viability of new projects ranging from new towns to coalfields. It works closely with the Department of Transport in determining routes for new roads, and its surveyors frequently appear as professional witnesses in cases involving compulsory purchase and compensation.

Its revenue functions include valuations for capital transfer and capital gains tax, stamp duty and development land tax. But otherwise, particularly when acting for other government departments or for local authorities (some three-quarters of whom rely, wholly or partly, on the Valuation Office), it prefers

to see itself as an independent agency, and in most cases charges a commercial fee for its advice.

Other periodic clients include a variety of quasi-governmental bodies, such as the Countryside Commission and the English Industrial Estates Corporation. The Valuation Office considers, with evident justification, that it has an important influence on surveying and valuation policy and practice, and its employees are encouraged to take an active interest in RICS affairs.

Outside government, one of the largest public sector employers of surveyors is the British Rail Property Board. It, too, fosters close relations with the institution and (according to Mr Robert Dashwood, the board's managing director) almost all its employees, down to fairly low middle management, are qualified RICS members.

"Nearly all the board's property sales, management and development are in the hands of chartered surveyors," he says. "In our recruitment we emphasize the value of training for a profession. In my view we can give young people a far broader, all-round experience than they could ever hope to obtain in private practice."

J. Y.

In search of consistency

by Margaret Drummond

Valuers emerged from the property boom-and-bust of the 1970s with an image hardly less tarnished than the asset values to which they had put their names.

The growth of public interest in property investment in the late 1960s, and the savage collapse of 1973 that followed the spectacular rise in values, exposed some serious shortcomings in the standards of professional assessment.

It was in response to these developments that the Royal Institution of Chartered Surveyors, whose members take in a large proportion of the valuing profession, set up its Assets Valuation Standards Committee, under the chairmanship of Mr Norman Bowie, a senior partner of Jones Lang Wootton.

The growth of public interest in property investment, Mr Bowie points out, made it important that uniform financial statements could be produced for the property unit trust funds and the property bonds which were spawned by the gold rush of the late 1960s and early 1970s.

The collapse of property values in 1973 yields many

instances of sites or buildings being valued on the basis of hopelessly optimistic assumptions. Again, there were instances where the same building was valued by different valuers with an enormous disparity in conclusions, because different bases of valuation had been used.

And, in view of what appears to be a growing appetite for professional negligence suits in the United Kingdom, a set of uniform standards must be attained, the valuers' best friend as well.

The RICS took the first step in 1972, setting up a working party with the Stock Exchange, which was then in the course of producing its present set of yellow book rules. The Rules published in March, 1973, included—for the first time—the requirement of a valuation certificate for property companies seeking quotation and for the basis of asset valuations to be stated.

But chapter six of the yellow book now looks fairly tame. A revision is expected to be published this year substantially reinforcing the requirements for property groups.

Mr Bowie sees the establishment, in 1973, of a joint working party with the

chartered accountants as an important landmark on the road to obtaining acceptance of uniform valuations. The Companies Act of 1967 is weak on the subject of asset valuations. Section 16 merely requires the difference between market and stated values to be mentioned in the directors' report if the directors feel it to be significant.

In practice that has meant that large quoted property groups have been able to keep shareholders in ignorance about property valuations; or that directors need not consult any other opinion in estimating the value of properties in the report.

Guidance note S 20 issued by the RICS and the Chartered Accountants of England and Wales recommended that members of both professional bodies adopt the basis of "open market value" in company reports and accounts. The recommendation dispelled the idea of "going concern" value which had been in use by some groups and valuers.

The alternative basis of valuation laid down in the guidance note was deprecated replacement cost rules in all areas of financial use in relation to specialized buildings such as those used in the chemical

or oil industry. In addition the note suggested that non-property companies with significant property interests should consider having independent valuations every three or five years; while property companies should have annual revaluations.

Since 1974 there has been a steady stream of guidance notes from Mr Bowie's committee. The relationship between auditors and valuers, definitions of what is an asset value and the RICS contribution to the debate on inflation accounting have been among the subjects covered.

The RICS clearly is still sensitive about its image: one of the functions of Mr Bowie's Assets Valuation Standards Committee is to monitor criticisms made of property valuations. He is conscious that until the Companies Act is overhauled the chartered surveyors have to rely on persuasion in obtaining acceptance of its recommendations.

But with the Stock Exchange, the takeover panel and the chartered accountancy profession all at present seeking stricter rules in all areas of financial disclosure, the prospects for establishing standards look quite hopeful.

Valuers for money

continued from page 1

agent", which are relics from the time the RICS amalgamated with two other chartered bodies. The objectors are trying to raise £8,000 by the end of this month in order to meet the cost of calling an extraordinary general meeting at Central Hall, Westminster, on June 1.

Many surveyors, both inside and outside the RICS, think that the best solution would be for there to be the one recommended designation, "chartered surveyor", and a campaign to educate people to recognize that this embraces a wide range of professional skills, from mining surveying (mainly for the National Coal Board) and quantity surveying (the cost control of the building industry) to structural surveying and estate agency.

To the man in the street, however, the selling of houses and flats is the work of an estate agent and it is a matter of little significance to him whether the agent is also a chartered surveyor.

The common link between surveyors is property, but it is only in recent years that the general public has come to recognize the importance of property to the community.

Lack of understanding about property led the last Conservative government to introduce a series of ill-advised measures, including a freeze on commercial rents that was taken off by the present Government, when it was realized that it was adversely affecting the security of millions of workers' pension funds and their life and endowment assurances.

Surveyors are often at

their most vociferous when bemoaning the state of planning and in particular the extraordinary delays and additional costs that are incurred. Nowhere is this better illustrated than in the case of the headquarters building of the RICS itself, which stands on the corner of Parliament Square and Great George Street.

In 1962 the RICS commissioned Sir Denys Lasdun, the architect of the National Theatre, to design them a new building. His scheme, though well received by the architectural critics, fell foul of the planners in Whitehall, who insisted that any new building would have to be planned in the context of the whole of Parliament Square.

It is characteristic of so much purposeless planning in postwar Britain that nothing has happened on the publicly-owned site,

and no one in Whitehall seems to care. In desperation, the RICS eventually settled for renovating and extending their existing building.

Earlier this month, the Queen opened the refurbished headquarters, which allows all the staff of the RICS in London to work together under one roof for the first time for 12 years.

When the building works were almost complete, the secretary-general of the RICS, Mr Robert Steel, confessed that "with the re-occupation of Great George Street we reach the end of more than 20 years' disenchantedness with the planning system. One day somebody will assess the economic consequences of what the institution has had to endure during the decade. In other words, someone will have to value it."

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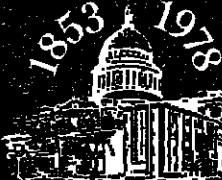
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More than just a pressure group

by Christopher Warman

"Public affairs" is a title much loved by professional bodies and other organisations in the public eye. It is beautifully vague, and can be used as an umbrella to shelter several aspects of work or a dustbin wherein to consign matters that insist on raising their troublesome heads and will not fit anywhere else. It can mean anything or nothing.

The Royal Institution of Chartered Surveyors acknowledges the difficulty and admitted recently that many of its own members did not understand what it was all about. Accordingly, Mr Clifford Dann, chairman of the institution's public affairs committee, responded with his explanation of what it—and he—were indeed all about.

Anybody involved with the community land legislation of Mr John Silkin—politicians, academics and journalists—soon understood, as the institution's submissions, resolutions and arguments blossomed from the enormous amount of work initiated and undertaken by the public affairs committee.

Even that was only a part, albeit an important part, of the public affairs work.

The man in the street certainly views the opinions of bodies such as the RICS as those of a pressure group with its own vested interests to pursue. This is to some extent the case, but in the past two decades the institution has widened its horizons and its interests.

Mr Dann, who began by managing two fast-track markets when he was 18, developed his interest in planning and started his own firm concentrating on plan-

ning development in 1956. In 1958 he was chairman of the institution of the institution and to give it the wider outlook they all thought then how fuddy-duddy the RICS was. "Since then the RICS has become more and more conscious of its social responsibilities. We are still being prodded by the younger members, but less so now because of our greater awareness of our obligations to the nation."

In a book *The Incomplete Surveyor*, Mr John Watson, a past president of the RICS, referred to those who undertook tasks in such bodies as being employed in "God-bless-you" jobs.

His definition described this as a job that you probably don't want and have not asked for, have been persuaded to accept, are not paid for, are rarely praised for—but you hope may be blessed for, if the Almighty in his wisdom thinks fit.

That sums up a lot of the voluntary work done, but Mr Dann makes a distinction for "public affairs"—members usually do want to be involved, and are anxious to play their part in the institution's role of voicing professional opinion.

He believes the institution has an enormous part to

play in land administration in its broadest sense, and one advantage which helps to give it the wider outlook is the fact that the members are very much involved with the public sector as well as the private sector.

More than a third of the membership is employed in the public service and local authorities.

As far as the institution is concerned, the answer to the question, "What does public affairs mean?" is an unhesitating "everything".

The committee is responsible for the views of the institution on the issues of the day. Much of the work is generated by government consultative documents or White Papers or Bills.

The committee focuses attention on all legislative proposals with relevance to the profession, and on occasional reviews of existing statutory provisions.

Other issues have to be identified, and the committee looks ahead to try to anticipate matters which are likely to arise or which need to be brought to public notice.

There is no shortage of issues, as Mr Dann exemplifies. Why are there areas of desert and dereliction in some cities? Why are there

people in our affluent society who are without a decent home or without a home at all? Are we heading for another shortage of land available for development? If the community scheme was scrapped what should be put in its place? What of development control? Does it matter if agricultural land is bought by overseas developers? Are we using the countryside to the best advantage?

The institution has seven main divisions covering the wide area of land administration—and even the sea—with its part in hydrographic surveying.

Working parties and special committees have proliferated as matters needing attention have emerged, and every issue that involves more than one of the divisions—and most do—comes to the public affairs committee, where the wide background knowledge and balance of its members between public and private sectors is invaluable.

At present there are 19 of these groups engaged in the preparations of reports or undertaking continuing studies, and some 137 members are involved on the working parties.

"Obviously it is not

enough just to produce memoranda and make representations", Mr Dann said. He claims that the institution has been able to change or at any rate ameliorate the worst effects of legislation, and this has often come after battles to the finish within the committee, split between public and private sector.

The matters which bring the institution to public notice are inevitably those which are politically contentious, but there are other ways in which it is attempting to play a role in society.

The Chartered Surveyors Voluntary Service is an expanding enterprise which has been set up to provide professional help to people in need of it, and who do not know where to obtain help. The service is operated by the institution in conjunction with Citizens' Advice Bureaux, and is available to tenants, landlords and householders.

This is one way in which the institution hopes to fulfil an important role, through the skill of its members, in public affairs.

The author is Local Government Correspondent, The Times.

Funds lead to new standards

by Paul D. Orchard-Lisle

The responsibility for the correct selection of property investments has fallen above all on the shoulders of the chartered surveyor.

Although predominantly it has been the valuation surveyor who has been most closely involved, most branches of the profession have had a substantial commitment. I suggest that the growth of pension fund demands, and the care that their trustees exercise in placing those funds, have been responsible for new standards in advice, and marketing.

Pension funds vary considerably in size, and only the largest can justify the employment of the full professional team, needed to acquire and manage a property investment portfolio. At the other end of the range the small funds will have limited resources available for property investment, and they elect frequently not to buy directly but to invest in property through the special unit trusts. Whether the media, however, either on staff or in private practice, the chartered surveyor will play his part.

In a typical fund it is normal to find the fund manager or the trustees guided by a property specialist, whose role is to suggest investment policy, and to make the final purchasing recommendation.

The fund manager may or may not be a chartered surveyor and, if he is not, he will probably have a qualified valuation surveyor as his property manager. The role of the staff chartered surveyor is to carry out the policy decisions of the panel and fund manager, to coordinate the activities of the other professionals in the investment team, presenting their findings to the panel for deliberation and, where appropriate, to promote the fund.

Usually he will appoint a firm of private practice surveyors to assist him; this firm, depending on its appointment, carrying responsibility for some or all of these activities: seeking investment opportunities; negotiating acquisitions; assessing propositions; undertaking structural surveys; making planning inquiries; providing in portfolio management; project management; lease renewals and rent reviews; forming investment policy; day-to-day property management.

The size and speciality of a private practice will determine the extent to which it can provide its client with all the services. Many funds, however, find a particular advantage in the assessments and negotiating services of the main national agencies. Some funds avoid appointing a single firm to advise them, and prefer to rely on the introductions and work of a cross-section.

While such decisions undoubtedly increase flexibility as far as negotiating with different parties for acquisitions is concerned, it is in the long run probably a more expensive method of working unless the fund itself is so large that it can provide the total coverage of an equivalent-sized firm specialising in investments.

If the mood of the recent National Association of Pension Funds conference at Eastbourne is a barometer, it seems that in future funds will pay far more attention to individual properties' performance, and will probably require periodic independent portfolio valuations on a formal basis for consideration by their trustees or panels.

Today this arrangement is the exception, rather than the rule, but again it would seem that the private practice chartered surveyor is the one most likely to produce the standards and

the coverage the funds will want both at home and abroad. Already the chartered surveyor investment adviser expects as part of his advice to produce statistics relating to any given purchase indicating the level of supply and demand, comparative rent levels, and projected performance.

The chartered surveyor fund adviser holds a particular position of trust. He is effectively acting for widows and orphans, and generally his advice should be of such value that it is accorded a large degree of respect by the fund managers for whom he is acting, and his impartiality must be beyond dispute.

It is perhaps therefore not surprising that the appointment as fund adviser is one warmly welcomed by the leading chartered surveyors and one discharged with the utmost care and responsibility. The pressures to invest in a particular proposition that can put on the line a large sum of money become very real, but by and large the surveyor knows that it is the performance of

the fund over the years that will be the test by which he is judged.

He will therefore want considerable support from his partners, if he is in private practice, and the number of funds for which any given practice can act must be limited by that firm's ability to give proper service to each. It is arguable that in the buying role as opposed to the services role, firms find it difficult to advise funds whose size and ambitions are identical but, because of the wide variation in the specification laid down by differing pension

schemes, there ought to be no embarrassment in a properly conducted firm, provided there is disclosure should conflicts of interest ever arise, and of course provided that all the funds concerned give their consent to each appointment.

Property is a long-term investment. Monitored over years, prime investments have performed outstandingly, and there is every reason to believe they will continue to do so.

The author is senior vice-chairman, General Practice Divisional Council RICS.

Pension fund investments over the past five years, according to statistics released by the Central Statistical Office:

Year	Property Investments	Other Investments	Total Investments
	£m	%	£m
1971	91	(11.59)	785
1972	121	(12.52)	968
1973	248	(20.00)	1,237
1974	305	(21.10)	1,445
1975	339	(15.32)	2,212
1976	521	(17.58)	2,962
1977 (3 quarters)	386	(16.23)	1,983

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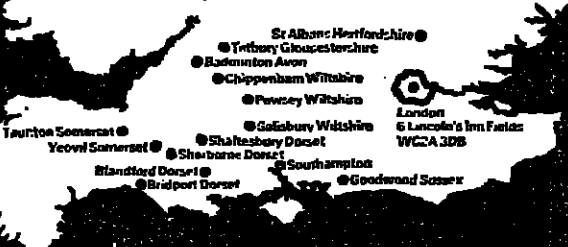
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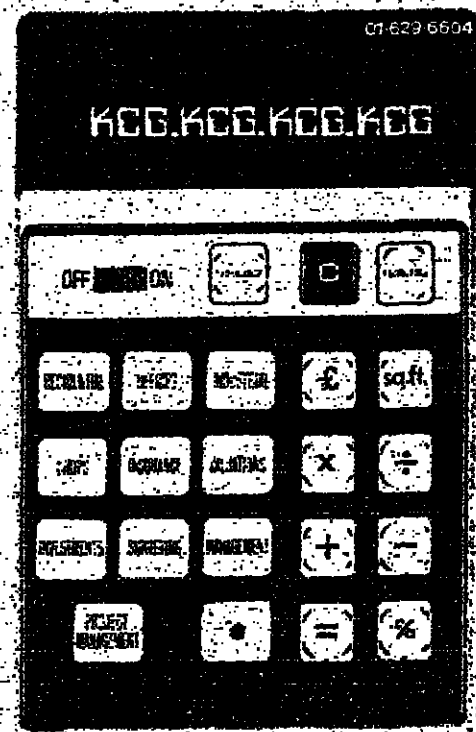
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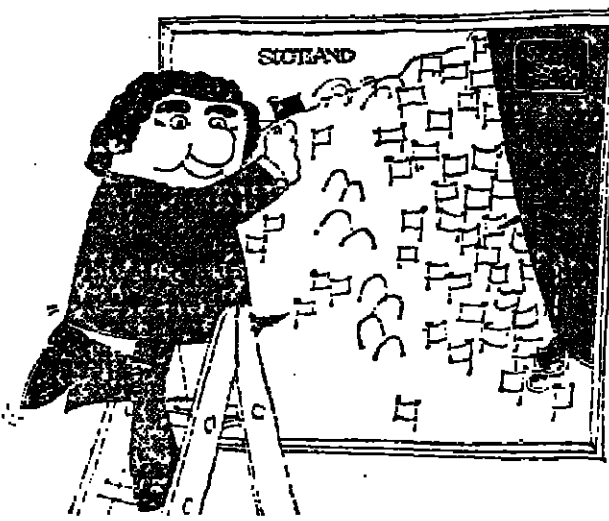
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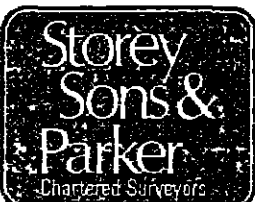
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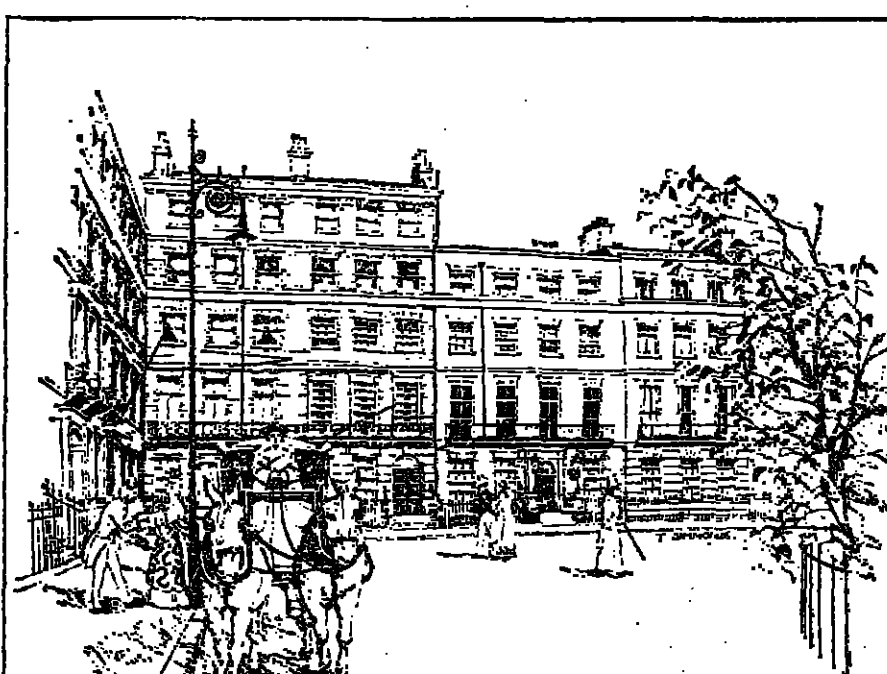
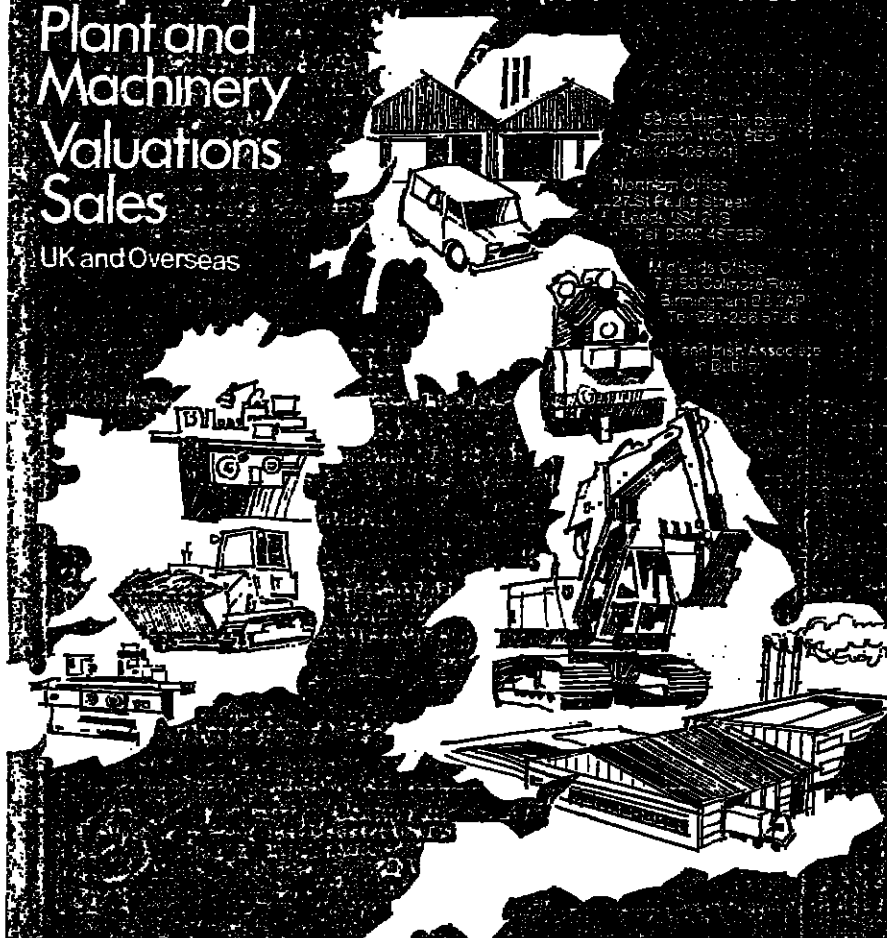
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Budgeting for service charges

by Rodney S. Whittaker

It has often been said in recent years that property management is no longer just rent collection and a bit of building maintenance.

Whether it is dealing with urban or rural estates, residential or office blocks, industrial properties or shopping centres, there is no doubt that the standard of management affects not just the landlord's investment but the interests of all those living and working there.

This is especially true of shopping centres where the day-to-day management standards can have quite a significant effect on the commercial success of a centre and of the tenants.

Indeed, in some places the management of a shopping centre may be regarded as part of the promotion function rather than the other way about.

The developer-landlord of a new shopping centre was always anxious to maintain happy relationships with good tenants, because he hoped to let other shops to them in developments in other towns.

He had a reputation to maintain as a developer of good shopping centres and as a good landlord and to that end he may have made all kinds of concessions and entered into arrangements with major space users or key tenants which affected the management requirements, at least in the short term.

But the requirements have changed. As more and more commercial property is bought by institutions from the estates and developers who initiated them, the importance of good, active management is not diminishing but in some

cases its emphasis is changing with that changed relationship.

Furthermore, the developer is not developing quite as he used to and his requirements are nearer to those of the institution. Good growth and steady income, promptly paid, is needed for concessions, no problems, no erosion of values.

With servicing costs rising in recent years this is becoming increasingly difficult to achieve if the building is still to be filled with contented tenants paying their dues on time and without query.

In these shopping centres the landlord needs the centre management to be active, so that his tenants can concentrate on their trading and leave everything outside their units to be handled as part of management services.

These services are usually quite complex, often dealing with an enclosed mall which demands a standard of cleaning and maintenance quite different from that which might be expected in a public street, control of the environment and common facilities and services, some fairly complex engineering systems, and a car park.

These add up to a service charge which, with rising costs and inflation, is becoming an increasingly significant part of the tenants' overall outgoings. Such charges are causing many tenants concern because the control over them in modern buildings are complicated. The lifts and escalators have always been the subject of specialist advice and maintenance and now we

add to that air-conditioning systems and crime prevention and anti-terrorist requirements.

For all of these systems, installations and requirements, planned and efficient maintenance is essential. Ad hoc attention, haphazard and irregular intervals in an attempt to reduce service charges results in inefficiency, and breakdowns and, in the longer term, higher cost.

A number of maintenance engineers are required in a modern building for boilers, refrigeration, air handling, hydraulics, controls, lifts, escalators, refuse compactors, lighting, sprinklers, alarms, and so on.

The provision and supervision of staff at one time might be the fairly simple task of hiring and firing porters, cleaners and handymen, but it now extends into the hierarchy of a far more skilled workforce including engineers and security staff.

These in turn can quite often involve the need for recognition of a union to represent the staff. The requirements of the Health and Safety at Work Act, the Employment Protection Act and other legislation have to be complied with.

The property manager needs to be well versed in matters which at one time might well not have been regarded as within the scope of his work.

The service charge used to be a fairly small part of the tenant's property outgoings—less than 10 per cent of the rent used to be a charge less than 5 per cent was common.

Like the rates, the service charges have risen to the point at which the tenants are looking for reassurance

that the money is well spent.

In shopping centres, particularly the covered, air-conditioned centres with high electricity and fuel costs, pushing service charges to about £50 a sq ft tenants will pay cheerfully only for efficient services which are well managed.

There are many aspects of development, management and refurbishment of shopping centres which the surveyor has to consider and there is no doubt that major factors affecting future shopping centre design are related to management and servicing.

The management surveyor is now recognized as an essential part of the development team, not just on practical aspects of the design but also setting up legal documentation which is capable of proper administration.

The concern of the management surveyor is very wide and the summary of "maximizing the return on his clients' investments" is almost too terse a description.

From the one end of the scale to the other through management of the portfolio, lease renewals and reviews, tenant mix and the constant review of trading effectiveness, right through to management of the services and ensuring in these days of rising building costs that the insurance cover is adequate, it is clear that only those with the benefit of the training, skills and disciplines of a chartered surveyor can adequately cope with the breadth of a property owner's requirements.

The author is managing director, Donaldson Property Management.

Help for the farmer

by John Myers

One of the main opportunities for an agricultural surveyor when he completes his professional education is to join the Land Service—part of the Agricultural Development and Advisory Service (ADAS) within the Ministry of Agriculture, Fisheries and Food.

The Land Service will provide him with comprehensive practical training and early experience which should enable him to pass the test of professional competence and to qualify as a chartered surveyor.

The government service also offers him security of employment and the chance to develop his career as one of a team of advisers whose role is to assist working farmers in England and Wales to make the best use of the capital resources available to them.

The chartered surveyor who heads the Land Service within ADAS is Mr Roger Sayce. He believes that, to succeed, the service has to translate its objectives into successful applications.

"The service, as part of ADAS, has to supply advice, to promote worthwhile innovations, to investigate and analyse farming needs, and to carry out various statutory responsibilities," he says.

In general terms, these are our four objectives. "More specifically, we apply ourselves first to identifying the country's agricultural land resources; second, to the valuation of the farm land, buildings and equipment which make up these resources; third, to ways of improving the

returns on this capital employed; fourth, to practical steps which can be taken to conserve valuable agricultural land and countryside amenities; and, finally, to the management of 35,671 acres which fall within the responsibilities of the ministry."

To help in identifying and classifying resources, the Land Service creates a continually updated series of colourful and useful maps which show in fine detail the pattern of agriculture in England and Wales.

The information in the maps is invaluable for land use planning, especially when combined with the further information that the Land Service can call up from the ministry's computers and reference libraries.

The measurement and appraisal of property assets is a fundamental basis for professional surveyors' recommendations on the best ways in which to employ holdings to economic advantage.

The specific professional advice which the service's advisers give to public and private landowners, farmers and horticulturalists covers nearly all aspects of rural estate management. The practical day-to-day work of the surveyors in the Land Service is varied.

At one time they can be advising and assisting a farmer to secure (and apply for) a grant under the aid to which he is entitled under one or more capital grant schemes. At another, they will be advising on the best use of the land and capital equipment which the farmer already possesses.

The Land Service also

runs a farm building group which has to its credit a number of informative and clearly-worded leaflets describing innovations in the design, layout and functioning of agricultural buildings.

The professional composition of this group includes building surveyors, quantity surveyors, architects and other specialists who keep in close touch with developments in building construction around the world.

In the course of their professional work, advisers in the group also see frequent examples of how well or badly particular types of buildings serve their purposes in many different situations. The group's views on buildings to suit specific needs on a farm is therefore well worth having before the farmer commissions his own advisers and contractors to prepare detailed plans and to put up a building.

The design of these structures affects the appearance of the countryside, and the Land Service has a duty to use the policies which exist to conserve valuable agricultural land and rural amenities.

In practice, this means advising the planning authorities on structure and local plans and on particular planning applications which significantly affect agricultural resources.

Similarly, the Land Service is concerned with methods of maintaining the removal of hedges, the drift of crop sprays across neighbouring land, and the loss of flora and fauna—tasks which are sometimes difficult to reconcile with short-term objectives.

This is an emotive area of the service's work in which a number of interest groups and conservationists have strong views. They press for increased powers to ensure that the quality of life and amenities in rural areas are not ruined by development and intensive farming technologies.

Whether the policies and the powers to apply them will be strengthened remains to be seen. The Land Service's role could be redefined to some extent: a report is in the pipeline from the Advisory Council for Agriculture and Horticulture.

The council, under the chairmanship of Sir Nigel Strutt, is in the course of making recommendations for future policy: and conservation might be expected to feature high on the council's list of priorities.

A less controversial area in which the surveyors of the Land Service apply their professional knowledge is to the management of settlements and estates in the province of the Ministry of Agriculture, Fisheries and Food. These include Kew Gardens, experimental farms and horticultural stations, and an historically interesting strip farming estate.

This is a wide ambit of responsibility to provide challenge for the agricultural surveyors who prefer the public sector to private practice. Performed well, the duties of the Land Service's staff should improve the rate at which worthwhile innovations are adopted by farmers and horticulturalists.

A tight code backed by sanctions

by Marcel Berlins

There can be little excuse for any of the 52,000 members of the Royal Institution of Chartered Surveyors to be ignorant of precisely what they are permitted and prohibited under the institution's rules of conduct.

The ensemble of various laws and regulations which makes up the surveyor's code, unlike comparable documents in many other professions and commerce, is detailed and explicit and, where considered necessary, explained at even greater length in guidance notes. For example, while the regulations governing advertising and publicity are cast in negative terms, the notes accompanying them tell the member what positive matters his advertisements are allowed to contain.

The code of conduct is backed by an elaborate machinery for disciplining errant members. It is not designed to give the consumer of surveyors' services any direct rights. The rules—such as those requiring written disclosure of conflicts of interest and laying down the conditions and procedures of holding clients' money—are there to safeguard the public, but they cannot provide a remedy. Anyone who has suffered loss through a surveyor's mishandling of his affairs may find some satisfaction in knowing that disciplinary action has been taken, but may have to go to court to get his money back.

As with many people who suffer at the hands of the professions, victims of surveyors often misunderstand the functions of the profes-

sional bodies like the Law Society and the RICS. They are primarily there to look after the interests of their members, not those of the public, although, for the most part, the two should coincide. It is not in the interests of members of the profession for the public to think ill of them. A tight code of conduct, backed by firm sanctions, is one way of ensuring that the public is not defrauded, exploited or disappointed. But the institution itself cannot act as ombudsman, arbitrator and court as well as being a trade union for its members.

From the consumer's point of view, negligence on the part of a surveyor is a matter for the civil law, not the institution. It may be that the institution will also take disciplinary steps against its member, but that may be scant compensation for the unfortunate loser. Moreover, the institution, if it is sometimes not appreciated, does not have the power to regulate fees. It provides guidelines, which are neither maxima or minima, but there is no sanction on the surveyor who charges in excess of them. Fees are not set within the rules of conduct.

The institution can, and does, however, try to resolve disputes between surveyors and their consumers informally, by applying pressure on, or at least making its views known to, a member, persuading him to make good any loss his clients have incurred.

In recent years the RICS has been receiving 1,700 complaints (in fact, some of them are nearer to being inquiries than real complaints) annually, from both the public and surveyors themselves complaining

about the conduct of others. The main categories of complaints concern negligence, general misconduct, misleading advertising, exorbitant fees, and, more recently, assuming by surveyors in their capacity as estate agents.

Complaints are dealt with by an hierarchical procedure starting with a single officer of the institution's professional practice committee, who weeds out most complaints as being misguided, made under a misapprehension, or manifestly unjustified. That small proportion which passes through the initial test of admissibility is then considered by the full professional practice committee, which upholds about 60 complaints a year which warrant a member's record being endorsed (there are as many cases again where only informal action is required). The Professional Practice Committee has the power to admonish a member and to obtain from him an undertaking as to his future conduct.

About a half-dozen complaints are considered serious enough to be taken on to the next level, the disciplinary board, which can reprimand a member, suspend him for a period, or expel him. In fact, over the past five years, fewer than a dozen members have been suspended, and half that number expelled.

In addition to the powers of the disciplinary board, the full council of the institution can expel members who have been declared bankrupt, or been convicted of offences of dishonesty.

The members of the institution are well protected by the procedure. They are

entitled to legal representation at all levels of any proceedings brought against them, and are entitled to appeal against a finding of the disciplinary board against them. Although it could be pointed out that all the people sitting in judgment on them are institution officers, with no outside representation on any of the panels involved, there does not seem to have been any outcry by members.

Whether the public is adequately treated, however, raises other issues. Complaints are not told anything other than whether their complaints have been rejected or upheld. If the latter, they are only told that appropriate action has been taken, not what that action is. If they are dissatisfied with the way the complaint has been dealt with, there is nowhere to turn. Ought there to be some outside person to look into such issues, on the lines of the Law Society's "lay observer"?

The RICS has discussed the possibility, but does not feel that at this stage, there is the degree of public dissatisfaction to warrant taking such a step. In any event, the kind of issues which often agitate the consumer—such as fees and negligence—would not fall within the ambit of such an ombudsman. At present, there is nothing to suggest that the RICS's complaints procedure does not give the public a fair deal. If the institution were to be shown, the institution would be happy to consider changing its approach.

The author is Legal Correspondent, The Times.

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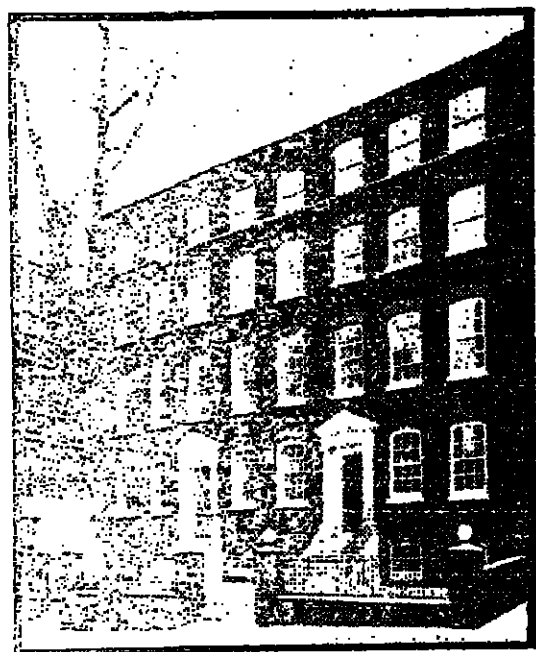
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Homework the way to growth

On the morning of his or her thirty-third birthday, a chartered surveyor leaves behind his days as a junior and enters the senior ranks of the RICS.

Probably since student days, a surveyor will have been a member of the RICS Junior Organization (known as the JO) which represents the voice of the under-33s of the profession. The JO, founded by 12 young Victorian surveyors in 1889, now has 23,500 members—nearly half the total membership of the RICS.

It operates as an organization within the institution and, in many ways, is a carbon copy of its senior counterpart. It has its own branches, committee structure and hierarchy; it debates major issues and formulates policies which it

presents to RICS committees and working parties and every one of its members is a member of the RICS. But, unless a surveyor is less than 33 years of age, the ranks of the JO are denied him.

Mr Barry Woodman is chairman of the JO for 1977-78. Proud of being a junior, he believes the JO to be unique of its kind among professional societies. It is accepted as an integral part of the organization of the institution and has representation on every RICS committee and council.

A chartered quantity surveyor with G. D. Walford & Partners, Mr Woodman has progressed to the JO chairmanship since he joined the London junior branch com-



mittee in 1971. His running mate—and this year's vice-chairman who is next in line for succession—is Miss Jennifer Ellis, a 28-year-old chartered surveyor who will be the first woman to hold the JO top job. She has already chalked up a number of firsts within a predominantly male institution. Mr Woodman said he expected a few raised eyebrows when Miss Ellis first took her seat on the august RICS General Council. "In the event, she was accorded

a gracious welcome", he said. By working within the RICS system of committees, the JO ensures its recommendations are considered by the institution as a whole. Mr Woodman refuses any suggestion that he and his officers might practise politics in the corridors of No 12 Great George Street. "Commonsense is the key; you know when to push an idea and when you should not. We have a fairly strong voice in the RICS, but we are not a pressure group", he said.

He is pleased with the respect given the JO by senior members, but believes the organization has earned it. "In growing up, the JO learnt that the only way to gain influence within the institution was to do its homework properly. It learnt, too, that consultation was better than confrontation."

Later this year Mr Woodman hopes to see the long-awaited report of a special

committee, set up by the RICS president, to review its education policy. One of the main functions of the JO is to ensure that policies such as entry qualifications remain in line with educational standards nationally, and to press for adaptation and improvement of training and post-graduate courses.

"By concerning ourselves with education of surveyors in the broadest sense, we are safeguarding both the profession and potential members of it. We are also young enough to remember our training—and a surprising number of seniors in high places sympathize with our hopes and aspirations. They were all juniors, too, once upon a time", he said. JO members in London and the 27 regional branches take the main responsibility for liaison between headquarters and chartered surveying students, talk to school leavers and attend careers conventions.

Many skills in a nutshell

The function of a quantity surveyor is among the most difficult to define of all the disciplines represented within the RICS. But Mr David Male, president of the institution's quantity surveying division, puts the definition in a nutshell: "The chartered quantity surveyor is the man who gives independent financial advice on construction matters."

He is saying, in effect, that a quantity surveyor is a mixture of many skills—a cross between an accountant, an estimator and a negotiator, if he is doing his job properly. And the training is tough for this branch. But, at the end of the day, a quantity surveyor is the man qualified to undertake cost planning, cost control and the

financial management of building projects. In theory, the presence of a quantity surveyor as a member of a professional team of consultants ensures the best value for money for the client. In practice, that theory works more often than not. Hence the reason why most of the big property development schemes involve a quantity surveyor to safeguard costs.

He is the man who superintends who should do what and when, on grounds of practicality and cost; it is he who keeps an eye on the budget and either adjusts it or he is doing his job properly. And the training is tough for this branch. But, at the end of the day, a quantity surveyor is the man qualified to undertake cost planning, cost control and the



building; and it is he who tries his best to make certain that the construction project is completed on budget and on time. No wonder the term "construction cost consultant" is often used to describe his function. Mr Male believes the job demands more than professional qualifications imply. "When you are the financial adviser on a big construction project, you need to know your job, but you also need to be diplomatic and deter-

mined when dealing with the conflicting demands of a multi-professional team."

He speaks as president of a division 11,500 strong, and the second largest in the RICS. Sixty per cent of the division's membership is employed in the private sector, and 40 per cent in the public sector.

"The role of the quantity surveyor is expanding rapidly, both at home and overseas. We have turned the corner after the hard times of the past few years. But we—and our clients—have learnt some valuable lessons from those lean years. Clients are now more cost-conscious and their profit margins are keener than they were during the fat years of 1973/74", Mr Male says.

The trend towards major refurbishment rather than new building has brought in its wake a demand for the cost consulting—and project control—skills of a quantity surveyor.

Although Mr Male admits that quantity surveying skill in drawing up bills of quantities is not always used for small projects, he is confident that the cost control function of him and his fellow professionals will guarantee them a vital place in clients' thinking on most schemes. He says: "Some clients have been known to commission new building developments, excluding financial control by a quantity surveyor. Then, when the final cost has been greater than the client expected, an independent quantity surveyor has been appointed to advise on the adverse situation." The warning is clear.

Mr Male believes that the future is bright for quantity surveying students leaving college. "It is noticeable that even during the recent recession in the building industry generally there was no widespread difficulty for qualified students finding jobs. Now, of course, the prospects are even better."

Stopping the rot at ground floor

There are too few building surveyors to meet the present demand. The new emphasis on refurbishment, particularly in the inner cities, calls for the particular skills of the building surveyor.

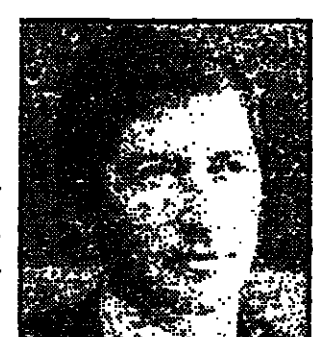
Mr Edward Watts, senior partner of the London firm Watts & Pelling, provides as a chartered building surveyor. Despite an increase in education and training facilities and the fact that more candidates are coming forward, the shortages are real.

Mr Watts's firm is a specialist. Building surveying is its purpose and there is no attempt to offer general surveying services such as estate agency and valuation—except where valuation and measurement of works are essential to building surveying. "My firm keeps in close touch with the training colleges and we train our own pupils. We can get as much work as we want; indeed, we limit the work we take simply because we cannot recruit the right calibre of staff."

Mr Watts is typical of the new breed of building surveyor with a mind stretched by stringent training and wide experience and capable of grappling with the new difficulties facing his branch of the profession.

"We do not sing our own praises anything like enough", Mr Watts says. He believes that building surveyors are probably a little too introverted. In consequence, they are regarded less highly than some of their surveying colleagues in other branches of the profession. The professional examinations and the practical training requirements are as demanding for building surveyors as they are for the rest.

"But we are concerned with condition rather than creation—and, in consequence, we are a little less flamboyant than our architectural colleagues and our valuer surveyors in agency, planning and development." Mr Watts comments wryly



that far too few papers by building surveyors appear in the *Chartered Surveyor*—an indication again, perhaps, of an introverted condition.

The cost of new building and the price of land are factors which have emerged to shift developer interest away from new buildings and towards refurbishment. Public reaction to wholesale clearance of building sites has also called a halt to total change. There is merit in retaining the familiar—so long as it provides good accommodation to modern standards.

Before an old building can be restored properly its condition must be assessed, but today the build-

ing surveyor does more than cure a building's more obvious ailments. Restructuring to produce a new lease of life; restoration to a standard better than the building ever possessed; strengthening and adapting—the range is infinite.

Mr Watts's own firm is concerned with housing rehabilitation on a substantial scale, but he sees a strong future for building surveyors in commerce. The conversion of old buildings for new and exciting uses will save them and he gives the example of the adaptation by his own firm of an ageing building as an up-to-date computer complex. He has pressed successfully for the introduction of new forms of contract for small and medium-sized works and also for the introduction of an agreed-fee basis for the building surveyor.

Mr Watts's career began at East Ham Grammar School followed by a full-time course at the South Essex Technical College for his intermediate professional examination. While he was studying for his finals with the College of Estate Management, he joined an architectural practice in London and, after he

qualified, he joined other practices as a surveyor and, later, a chief surveyor. He was a team leader with the Greater London Council's housing development branch until 1967, when he formed his own practice.

He now believes that it is wrong to view inner-city decline as a single problem. He believes that it is a series of inter-related problems and, if we are to succeed in reversing the downward trend, we must have clear objectives and put them into effect in a confident manner. "Far too often", he says, "the lack of confidence in finding a use for an old building will cause delays which eventually bring about total structural deterioration. Above all, we must have a flexible approach with each building being given individual attention."

If an old building is put into one end of the traditional development appraisal machine, Mr Watts believes that too often the process ends with a recommendation that the building should be demolished and rebuilt. It is Mr Watts's belief—and the philosophy of his division—that more buildings should be saved.

How to give chattels more status

Mr Noel Turner is the son of an estate agent and auctioneer who happened to be interested in chattels—furniture and works of art. The son inherited the father's interest, developed a high reputation as a chattels auctioneer, and his firm, Garrod Turner, of Ipswich, now specializes entirely in the furniture and fine art field and has abandoned real property in favour of antiques.

Mr Turner was born in 1917. He was educated at Rugby, Ipswich and the College of Estate Management where he followed a four-year full-time course for his professional examinations. During the war, he was adjutant of a survey regiment RA, and served in France and Germany, and then was town major of Kent from 1945 to 1946.

He served on the Ipswich County Borough Council for 15 years and became, not surprisingly, chairman of both the museum and

libraries committees—even at school he was always interested towards the academic rather than the sporting life. He is now in a busy practice but finds time to serve as chairman of the RICS' furniture and works of art committee.

He has always maintained that he regards chattels auctioneering and valuing as a full-time profession. He lives, breathes and sleeps it, and his hobbies are antiques and works of art. To relax he thinks of antiques and works of art, at weekends and holidays, he likes to spend time on the beach at Aldborough looking for interesting pebbles and other objects which would represent works of art. Mr Turner is married, has four children and lives in a surprisingly modern house in Woodbridge, Suffolk. RICS committees consist of chartered surveyors whose firms deal solely in furniture and works of art or which have



separate departments concerned with the subject. The amount of work being done by those firms has increased enormously during the past few years. Mr Arthur Negus's programme, *Going for a Song*, has created enormous national and international interest in antiques—and that interest, in turn, has created both high demand and higher prices.

"The trend is towards increased specialization", said Mr Turner. "Frankly it is impossible, as an auctioneer, to know everything about everything, but we can try to know something about everything so that, at least, we know when to ask the ultimate expert."

A dealer can, of course, become an expert. He can specialize very precisely but an auctioneer might, at one auction, offer chattels ranging from period silver and tapestries to the most precious old coins to older prices. It is the auctioneer's function to advise his client, the owner of the goods to be auctioned, and however skilled and experienced he may be, he cannot pretend to know as much as the specialist dealers who have spent a life-time studying a narrow subject in extraordinary depth.

Auctioneers—certainly auctioneers who are chartered surveyors—must not themselves deal and Mr Turner's committee has no compunction about ticking off any firm or individual who finds temptation too strong. Mr Turner is personally as horrified as any dealer at the lack of skill possessed by some who profess to be specialist auctioneers but, he adds: "At the same time some specialist dealers carefully avoid the specialist and expert auctioneer. There will be no hoodwinking him."

The rapidly rising market poses something of a problem. High values increase the auctioneer's responsibility and the committee is anxious that the chartered auctioneer should really know his business. It is for that reason that the committee has been spending most of its time getting the professional examinations right.

"We have a final examination option in chattels", Mr Turner says, "but we find that most entrants really have no interest in the broad, real property base we currently insist upon. The levels of knowledge now required, in my view, justify a complete examination system—that is my committee's primary job."

There is, of course, other work to do. The committee is looking carefully at existing conditions of contract in the light of the Unfair Contracts Act 1977—looking, in fact, at its own small print. "We are obviously very much concerned with consumer protection in this rising market. That is why we must be specialist and properly qualified by both examination and experience."

Minerals division an uneasy elite

The minerals division of the RICS is its smallest. There are 511 qualified mineral surveyors in the division and, in the opinion of its divisional president, Mr Donald Bazendale, there is probably an immediate need for another 300.

But good minerals surveyors cannot be made overnight. It takes time and

effort and the full-time sandwich diploma course, launched by Doncaster and Sheffield in 1972 and now producing 25 to 30 diploma holders every year, cannot produce the experience now so much in demand. In fact, the economic recession has made it less easy to place the course products although the National Coal Board plays a large part in finding posts for them.

Most mineral surveyors are employed in the public sector. Naturally, the National Coal Board is a major employer but local authority planning departments, water boards and British Rail all need them. About 10 per cent are employed in private practice.

The statutory mining surveyors' certificate still remains a basic mine safety



qualification but chartered minerals surveyors who have the certificate are well qualified to advise on the continuing problems of stability of sites in mining areas. There is still trouble and difficulty with old mines causing subsidence and the advice of the minerals surveyor is sought on stability for new mines such as Belvoir Vale and Selby.

There is a real and strong relationship between the minerals division and some of the other divisions within

the institution. The environmental factors of mining bring the division into direct liaison with the Land Agency and agriculture division, the planning and development division and the values within the general practice division.

There is an interdependence which assists in the solution of shared problems and Mr Bazendale sees the involvement as a real planning authorities.

strength which underlines the institution's cohesive functions between what may seem disparate disciplines. The environment is likely to loom large in the minerals division's affairs over the next few years. There are real shortages of sand, gravel and aggregates and their mining could bring consumer demand into and Mr Bazendale sees the sharp conflict with the involvement as a real planning authorities.

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My advice is: buck the fashion

Mr John Edwards was time and energy to his profession—and he equally clearly enjoys it. Questioned about the problems of beef year and brought an earthy attitude to its affairs. Now 36, he was educated at Wyecliffe College and served articles with a Worcester surveying practice. He joined his present firm, King Miles & Co, in 1961 and became a partner in 1964. The firm has a head office in Bristol and eight other offices in Avon and North Somerset straddling some good agricultural land. Mr Edwards is also managing director of the Avon Livestock Auction Co.

Apart from occasional sorties into rugby—he says he still plays geographically—and fishing and sailing off Blackney on the Norfolk coast where his family lives, he clearly devotes most of his



they would give better support than they do."

Mr Edwards is working on the problem. He believes that everything comes to those who work—eventually—and he is clearly irked that too much is going to those who do not. "I believe in human nature—and that belief colours my judgment, even professionally. If I am asked whether I believe in state control of farming activity or in a free market, I go for the one that runs with human nature—and that must mean freedom as opposed to a bureaucracy. So I work hard to understand the policies and politics which affect farm prices although he makes the point that the EEC has not caused the problem—rather that was predicted. "Farmers still do not understand the Treaty of Rome," he said, "but if prices are altered by it they soon cotton on. Country folk are financially very aware, even if they do not properly understand why—so I have to do my homework or be caught out."

and cull cow production—in fact, the beef industry in this country relies to some extent on dairy farming. In a sense, the dairy farm is a mixed farm—there are so many ways to hedge your bets. Specialization means facing the hazards of a bad year."

Mr Edwards is sorry that most members of his division take no part in its affairs. On the occasion of the unification of the three chartered bodies in 1970, there was real opportunity to weld the several interests into one. "I believe the opportunity was lost," he says, "and there has been some disenchantment. What members may not realize is the divisional council has been broadened considerably and is now representative of all of the several interests."

The division's 5,000 members are, of course, thinly spread. There are no concentrations of members as there are in urban surveying or quantity surveying. "Our membership is dispersed and communication is a problem. But I believe that if members realized how representative of their total interests the divisional council has become,

Men putting the world on the map

Land surveying is man's work. Most land surveyors during their careers find themselves and their advanced equipment in the back of beyond mapping the world's surface under rough conditions. Yet the land surveyor is looked upon by his surveying colleagues within the Royal Institution of Chartered Surveyors as something of an intellectual, relishing and writing at length about the complicated mathematical formulae which are his bread and butter.

Mr Lawrence Scott, the managing director of Fairley Surveys, is no exception. He began his working life in 1951 as a clerical officer working for the Southern Rhodesian Government. After a year pushing a pen, he joined Fairley Surveys and began field survey work in central Africa. During the next five years, he supplied control for photogrammetric mapping projects including the Kariba hydro-electric scheme. While he was doing this, he was preparing for his professional examinations and he qualified as a chartered land surveyor in 1957.

He then began flying as a camera operator and navigator, doing aerial photography for mapping purposes, again over central Africa. The years 1958 and 1959 found him in Aden working as a photogram-

metric machine operator and contributing to the Airborne Profile Recorder project.

In 1960 he spent three months at ITC Delft, in Holland, the land surveying educational centre. From 1960 to 1963, he was Fairley's chief surveyor, responsible for all field work carried out by the company. During this period he spent a year in East Pakistan in charge of field control for a 3,500 sq mile mapping project. The next six years found him as survey manager, responsible for all surveys and mapping undertaken by the company and he was appointed director in 1969. Now he is managing director and, at the same time, survey and production manager, responsible for all survey, mapping, flying and photogrammetric operations. Mr Scott is 46, married with two daughters—and he finds time for some gardening, theatre and golf.

Fairley's staff of 200 includes about 25 land surveyors—the rest are cartographers, technicians, electricians, engineers, laboratory staff, research workers, draughtsmen and support staff. The company has three aircraft and a mass of geophysical and data recording instruments which make it a capital intensive operation. Working with a staff of 200, the company can offer induced polarization, gravimetric, seismic refraction and electrical resistivity surveys as well as geological mapping, photogeology, geochemistry and mineral beneficiation.

It is hardly surprising that brother surveyors regard land surveyors as rather tough intellectuals and something apart from the usual run. And yet the land surveyors offer the traditional surveying image—the man with the theodolite and the black, white and red measuring pole. All this is a far cry from satellite surveying which, in turn, a long way from the estate agents, project managers, planners, quantity surveyors and pany's brochure sums up his views: "Land is the raw material of nearly all wealth. But neither the development nor the administration of any plot of land can be planned economically, or carried out efficiently, without a complete and accurate knowledge of its size, its boundaries and the various natural and artificial features it contains."



Land is raw material of most wealth

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Observers, not makers, of the market

The range of skills provided by the land agent and agricultural surveyor to those involved in the agriculture industry is comprehensive. To the uninitiated, the emphasis seems invariably

on sales, acquisitions and lettings—but the service extends to advice on the use of land, crops, stock, buildings and marketing.

The new elegance of the RICS headquarters building is a far cry from down to earth farming advice but suits many of the jobs which Mr Richard Wainwright's Land Agency and agriculture division now has to do. "We have given evidence to the Northfield committee after a careful survey among members," he says. "Basically, we believe in a free market—no controls on who buys or how much he buys as much as we can. We have applied in other EEC countries. We have a committee sitting on the problems of farm rents—certainly the hottest issue we have."

Mr Wainwright is not too worried about reports of foreign buyers eyeing the best British agricultural land. Many are looking but very few buy. Nor is he worried about heavy institutional buying of farmland. The pension funds and other financial institutions have a far better capacity than most private owners to invest in improved farm buildings and they have a responsible attitude to management. "Nevertheless," Mr Wainwright comments, "I would be concerned if institutions managed farms directly by installing their own farm managers. Farming is done best as a personal business."

Mr Wainwright manages his own small beef farm at Chelvington, near Leves, as a personal business in addition to his partnership in Strutt & Parker. Born in 1934, he was educated at Aldenham School, Elstree, and trained at the Royal Agricultural College, Cirencester. He joined Bush & Co, chartered surveyors of Leves in 1956, qualified as a chartered surveyor in 1959 and became a partner in Strutt & Parker 10 years later. Taking an active part in RICS affairs, he has served as the honorary secretary and, later, chairman of the Sussex junior branch. In May, 1973 he was elected chairman of the Sussex county branch of the RICS. He was elected president of the Land Agency and Agriculture Divisional Council in July last year.

His division's primary concern is to assemble comments on the 30-year-old legislation which covers agricultural holdings. There



are many things wrong with the present statutory basis and the governing status of the land agent and agricultural division now has to do. "We have given evidence to the Northfield committee after a careful survey among members," he says. "Basically, we believe in a free market—no controls on who buys or how much he buys as much as we can. We have applied in other EEC countries. We have a committee sitting on the problems of farm rents—certainly the hottest issue we have."

"We will say what is right or wrong with a particular policy—take an objective professional view based on a wealth of experience. We would be unlikely to take any initiatives to force change—and certainly we do not seek piecemeal tampering with existing legislation," he explains.

Mr Wainwright sees enormous benefits in strengthening members' interests in his division's work. "History," he says, "shows how the profession in agriculture was created. It was drawn from opposite sides of the agricultural fence. 'The agricultural census' of about 750 public officers, 550 resident land agents, 2,250 in private practice and 450 others."

Half of those in private practice are livestock auctioneers and are therefore an important part of the profession—but, historically, their interests are not the same. "Now, of course," Mr Wainwright says, "these interests are the same for the benefit of British agriculture. There is a great commonality of interest on the major issues and there is benefit in cohesion as there is danger in divisiveness. I see the division as the one single body serving all levels and interests in the industry."

Criticism of the land agent's function and his alleged self-interest in high prices brings a sharp retort from Mr Wainwright. He wrote recently in the *Chartered Surveyor*: "Only the client can determine the financial and other criteria by which he decides whether or not to purchase. Will it grow hops, carrots, beef or pheasants? Is there a view? Has it a lake? Will it yield five or 10 or 1 per cent? These are client decisions or factors on which the client bases his decisions. There is an old adage that surveyors do not make the market, they observe it."

This, Mr Wainwright maintains, is still fundamentally true.

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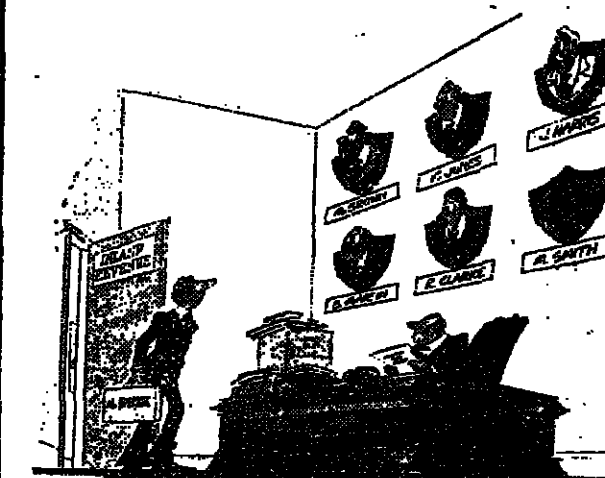
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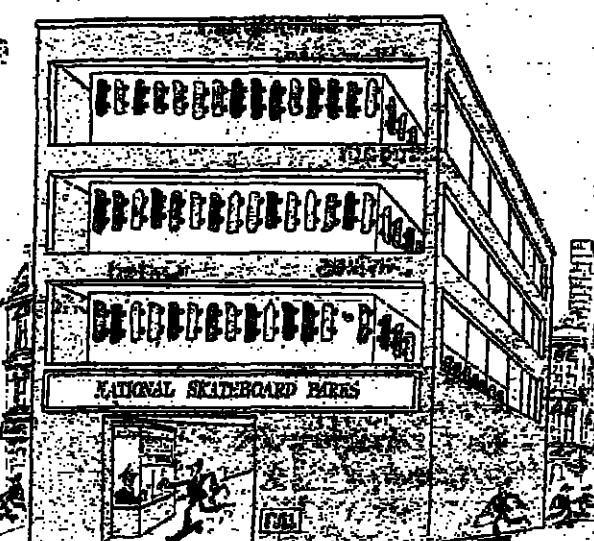
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one of the functions of a development surveyor. Another important element in his job, in Mr. Walshe's eyes, is management: not the day-to-day management of a shopping scheme but the tactful, patient, often complex yet satisfying management of a team of building industry professionals. He means architects, surveyors, quantity surveyors, lawyers, engineers, estate agents and contractors—all of whom are vital to the development process.

"Creating an end product from nothing means that the development surveyor must handle multi-professional individuals and do his job properly. As a development surveyor tends to receive advice from those he trusts and then acts swiftly upon it, either as a principal or as the project managing member of a partnership."

Mr. Walshe is a member of one of the youngest RICS divisions, the planning and development division formed only two years ago, sums up his philosophy of development surveying: "It must be one of the most satisfying, creative and productive jobs in the profession."

new advance, too, in the equipment we use."

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